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Published Weekly  
Implement Trade Journal Co.  
Kansas City U. S. A.

Carl W. Hertel, President  
Fred Milburn, Vice-Pres-Treas.  
Geo. F. Massey, Secretary  
Hal H. Clark, Advertising Director

# Implement & Tractor Trade Journal

Established 1886

**Omaha**  
1112 Woodmen Building  
A. E. Long, Mgr.  
**Minneapolis**  
333 Palace Building  
R. R. Ring, Mgr.  
**New York**  
205 Postal Telegraph Building  
Frank M. Dampman, Mgr.

OMAHA

KANSAS CITY

MINNEAPOLIS

## A Practical Selling Plan

THE firm of Quick & Thomas of the City of Auburn, N. Y., is enjoying an era of great prosperity, due in part to the courteous, prompt, and interested service they always give to customers of the farm machinery and appliances which they sell, and due doubtless in a measure, too, to a

By Lester G. Herbert

available for their use. When the season was past, there was no particular inducement for them to seek this special concern. Mr. Quick argued

boards, chairs, and anything else necessary. Speakers are obtained from the State Agricultural College at Cornell some fifty miles away, or from the Syracuse University, Department of Agriculture, twenty-six miles away, or others secured who have proven their success in the actual practice of farming in that part of the country.

The pages which are missing were removed because they were advertisements.

manager of the concern.

The firm specializes in threshing machines. These can be supplied new or are sometimes rebuilt, for since the war it has been increasingly difficult to get supplies of the right kind to furnish the trade.

The farmer of a few years ago harvested his grain and waited his turn for the community thresher to come through, now the situation is changed. Individual farmers and small groups living near together, frequently invest in complete up-to-date equipment so that they can take care of their grain crops and market the product just when prices are most favorable to them. The firm of Quick & Thomas has developed a splendid business in this line of machinery, and just how they have worked it up may hold practical suggestions for others.

Close observation of the field revealed the fact that when the season was at its height the logical patrons of the establishment were too busy to come and see just what there was



COMMUNITY SESSIONS SUCH AS THIS ARE A GREAT BENEFIT TO ANY DEALER'S BUSINESS

that many a man can be shown how profitable an investment in machinery can be if you can get his attention when he is at leisure. And while customers came and went, the ambitions of the firm led them to desire to reach far larger numbers, so this plan was worked out.

Once each year at a time opportunely set after spring planting and before haying, an annual convention is arranged to be held at the Quick & Thomas plant. A large room is cleared out, a speakers' desk put in, black-the

the day and enjoy the entertainment.

A substantial and delicious luncheon is prepared and served upon tables by the women folk connected with the firm. All of the wives of the management and many of those of the force, turn in and help for the day, and a distinct effort is made to have the tables attractive and the food the best ever. The luncheon is more in the nature of a banquet. The wives come with their husbands, stay through, or spend part of the time shopping in the city (Auburn has a population of

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## PRACTICING COOPERATION APPEALS TO THE FARMER



Here is a typical gathering of farmers, their wives and children at the Quick & Thomas annual convention in Auburn, N. Y. At the sessions subjects are discussed which are of mutual interest to the manufacturer, the dealer and the farmer. The size of the gathering indicates the interest in the movement. People like to be taken into confidence and conference.

37,000 or 38,000) as they may please.

There is a carefully arranged exhibit of staple stock and interesting small equipment likely to appeal to the farmer who is ready nowadays to buy whatever will help him in his work, as labor is so difficult to obtain. There are plenty of people on hand to explain and demonstrate any piece of machinery or apparatus, and the speakers of the day come prepared to discuss practical problems and to answer questions which will help solve local problems.

The plant is fortunate in having a roomy space about it and this is sure to be crowded on the day set, with automobiles and horse-driven vehicles, for people have learned that it will pay them to come a good ways to the Quick & Thomas convention of farmers and threshermen.

It might seem that a day of this kind would involve considerable expense, and of course it cannot be undertaken and done well without a reasonable outlay of money, but it is advertising of the most intensive character. It brings interested people into the presence of enthusiastic workers in their own line and up-to-date machinery to help them do the work. There is the combined benefit of the group stimulus and the opportunity to buy. When one group of farmers hears how much money has been made by the purchase of a threshing machine by three or four neighbors a few miles away, they are much more

likely to buy when they are on the ground together than if each were interviewed separately at sometime not so propitious.

Men and women both go back to their homes and talk of the things they have seen and heard to their neighbors, and if they have not attended the convention, they drop into the establishment when they are in town, to see some of the new offerings.

John F. Patterson, the president of the National Cash Register Co., Dayton, O., is a man ready to blaze pioneer trails. Last year he called a convention from all over the country of the wives of his salesmen. It cost him a large sum of money, for Mr. Patterson never does things by halves, but he was much pleased with the interest displayed by the women folk and expresses himself as satisfied that the benefit of the gathering by no means ended when it was over. The wives of his salesmen have caught a larger vision of what they can do to make their husbands more efficient and happy, and efficiency and happiness add to their earning capacity and consequently to the prosperity of the family.

Mr. Quick is to be congratulated upon having put the same idea into practice even in advance of the Dayton convention. He found it good as is shown by the fact that his sales for a single month of the year 1918 were nearly five times as great as for the corresponding month of the year be-

fore, and the sales of the year before had shown a most gratifying increase over earlier records.

The firm of Quick & Thomas has put into practice in this plan these fundamental principles: "Make it easy for your customer to buy;" "Show him your goods if you can when he is in a receptive frame of mind and not rushed for time;" "Prove to your customer that his interest is your first concern," and "Prove to him your friendly interest at all times." These four ideas make the side walls of a very solid structure of permanent success. It stands to reason that patrons who have visited the plant, who can visualize it and its departments of service, and who are confident of prompt attention and fair treatment, will seek that firm when they are ready to buy, and if they cannot come in person, will not hesitate to use the telephone which is such an important business auxiliary today, and especially for those who are somewhat remotely located from buying centers.

This plan may not be practical in its entirety for you, but it certainly holds suggestions which, if one is resourceful, can readily be adapted. Let us not forget, however, that a multitude of good ideas recognized, acknowledged, and even appreciated, will not be money-makers as long as they remain mere ideas. We must actually put them to work, and one good idea put to work and followed to a successful climax will make lots more money and give much more satisfaction than a battalion of ideas left "to waste their preciousness upon the desert air."

### A Book for Farm Editors.

Realizing that much well meant, but indiscriminate information relative to tractors, finds outlet through various channels of publicity, tending only to confuse the minds of farmers farm paper publishers through the Agricultural Publishers' Association made request of tractor manufacturers to provide them with dependable information relative to technical tractor points of importance to the user and which would enable them to give to the public information most desired and thoroughly reliable.

The farm paper publishers made this request through the tractor and thresher department of the National Implement & Vehicle Association. This resulted in the creation of a joint committee to formulate the details of a questionnaire, and after months of effort the tractor manufacturers presented to the farm paper publishers a compilation of replies



made to pertinent questions. The questionnaire covered many phases of the subject under such general heads as:

Necessity for Purchase of Tractor; Work for Which Tractors are Adapted; Operating Conditions; Reasons Why Tractors are an Economic Necessity; Time to Purchase Tractors; Operation of Tractors; Storage and Care When Not in Use; Machinery as Solution of Labor Shortage Problem; General Information.

The grouping of all the answers to the 80 questions makes a large volume of technical information to which the editors may refer in preparing authoritative articles for publication. The distribution of the information has been confined to the farm paper publishers who desired the information, to the trade press and to only those manufacturers who contributed.

### Speed Up Repair Shipments.

Preferred handling of threshing machine repair parts, as a food production and conservation measure of great importance, has been established by express companies, as the result of action of the United States Railroad Administration, taken upon the request of the Food Administration, the Administration announced recently.

Complaints were received that repair parts had been held up in transit, causing delay in threshing and losses of grain due to remaining too long in the field.

Regional directors of the Railroad Administration have taken the matter up with express representatives everywhere and it is stated immediate improvement has been noted.

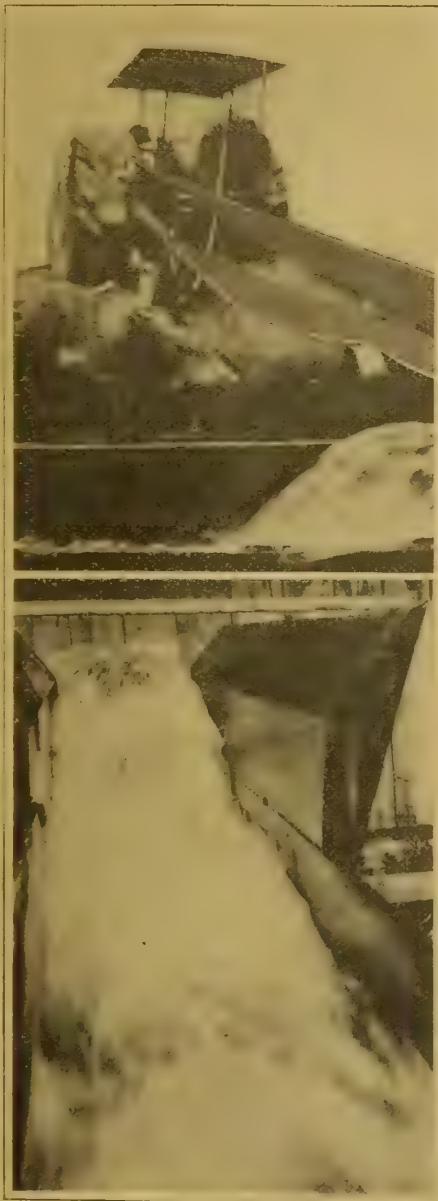
In Iowa express shipments were accelerated as a result of a conference of threshing machine company officials, the superintendent of the United Express Companies and J. F. Deems, Federal Food Administrator for the state. The express company representative agreed to station a man at each depot in Des Moines, whose duty it was to see that machine parts were moved immediately and put on the first train to their destination.

### Agricultural Station Opened.

The establishment of an agricultural station at Caxambu, in the southern part of the state of Minas Geraes, Brazil, has been authorized by the President of Brazil, according to Vice Consul Richard P. Mommson, at Rio de Janeiro. The purpose of this station will be to promote the development of fruit culture.

## Pulling a Pump Is Stiff Work

But This Machine Will Throw 2,000  
Gallons Per Minute.



THE TRACTOR AND THE STREAM IT THROWS

**S**TUTTSGART, Ark.—To the Implement & Tractor Trade Journal: I am sending you a picture of an Aultman & Taylor 30-60 pulling an irrigating pump at Wheatley, Ark., also another picture showing the volume of water this well is throwing. This is about 2,000 gallons per minute. Pulling a pump is the hardest work a tractor is put to in this rice belt. It is a steady load for 24 hours every day.

Rice farming is strictly a power proposition. In the spring at plow-

ing time the ground here is very wet. Sometimes rice land is plowed so wet that water runs down the furrow after the plow. When this ground dries out and seeding time comes nothing but a tractor could pull the necessary disks, harrows, packers, etc., to put this rough, hard, cloddy ground in condition for the drills.

Most of the rice planters have large stationary oil engines for pumping. They are finding that it is good policy to have a large tractor on the farm, not only to put in the crop, but to use to pull the pump in case some accident happens to the regular pumping engine.

Rice is looking mighty pretty down here. Some of the early rice will be cut in the next two weeks (written Aug. 15), though most of it will not be cut for a month yet. The dry weather is costing the farmers lots of money, as it takes more water to go over the rice than it would be if there were some rains occasionally. However, at least 80 percent of all the rice sown will make a good crop and a good crop of rice is from 60 to 120 bushels per acre.

E. E. LAWS,

Aultman & Taylor, Machinery Co.

### Rules on Duty into Canada.

The exemption from duty upon entry into Canada of agricultural machinery is explained in a recent issue of Commerce Reports. Exemption from duty is granted when the machines are brought by settlers and if actually owned abroad by the persons who enter them for at least six months before removal to Canada.

The machines must be brought by the settler at the time of his first arrival and are not to be sold or otherwise disposed of without payment of duty until after twelve months of actual use in Canada. This privilege of free admission is similar to that formerly granted in the case of vehicles and implements moved by mechanical power.

### America Combs Harvest Fields.

A saving of 50 bushels of wheat by properly raking 60 acres of stubble is reported to County Food Administrator H. I. French by a farmer living near Eldorado, Kan. According to dispatches received by the U. S. Food Administration, the practice this year of raking harvest field and gathering the grain in fence corners is Nationwide. America is now literally combing her harvest fields to augment the supply of foodstuffs for the American army and the Allies.



# Europe Invites the American Tractor

WHEN war was declared in the autumn of 1914, it exposed a very great shortage of horses and within a few weeks practically every horse in Europe was seized and placed in war service, and in addition the Allies, especially France and England, began within one month to purchase very large quantities of horses in Spain, South America, the United States and Canada. Since the war commenced over 1,500,000 horses and 500,000 mules have been exported to Europe from the United States and Canada alone. The average age of the whole of the animals so mobilized in 1914 was 6 to 7 years. Those horses are now 10 to 12 years old. Because of the shortage, mares were also mobilized, and since then breeding has practically ceased.

The average maximum age of a horse is a little more than 12 years, and if the war continues much longer it is obvious that the whole of the mobilized horses will either die of wounds or old age, or be unfit for either work or breeding. In France, Italy and the Balkan States, the use of work cattle somewhat lessens the handicap of farmers of those states, but as shipping facilities become less and meat freight charges become

The following article is a report recently made to the American Department of Commerce by the American Commercial Attache in Paris, a copy being forwarded to the Implement & Tractor Trade Journal by the Saunderson Tractor & Implement Co., Ltd., of Bedford, Eng.

greater on South American and Australian meat imports, there must be an increased slaughter of European work cattle for food.

The farmers of the whole of Europe are undoubtedly suffering from an unheard-of shortage of horse power, and there is absolutely no hopes of any improvement; but, on the contrary, the position must become constantly worse as the war continues, and even when peace is signed it will be hopeless to expect to import horses from outside, first, because the transport expenses will exceed the value of the animals, and second, because no country will have any surplus to export. At this moment, on account of war exports, there is a serious shortage of horses in both the United States and Canada, and in face of this the United States Army has just com-

menced to gather in the enormous numbers which it will require. In the case of Roumania, when the army of that country retreated it took all the horses with it. When the Germans took the country they took all the cattle for food and took in huge steam tractors for farming. These tractors will now be removed together with most other machinery.

In the case of Serbia, Belgium and the invaded districts of France, it is safe to predict that, if and when the Germans are driven out they will strip the districts of horses, cattle and implements, as they have stripped the factories of their machinery. What must be the plight of the peoples of these districts when they will have no horse power or implements for food production, and no shipping facilities for the import of necessary foodstuffs? There is only one possible source of relief. Tractors must fill in this shortage. A 20-hp. tractor will do the work of nine horses, will cost less than nine horses, will eat none of the food it produces, will live longer than horses, require less attention, and can be produced rapidly and in desired quantities.

## Man Power to Mobilize.

In August, 1914, practically every able farm worker in France between the ages of 18 and 48 was mobilized, and to a serious extent the same thing happened all over Europe. At the present time practically the whole of the food production of Europe is being carried on by women, children and men over 50 years old, and while they are doing nobly, still the production of France, for instance, has fallen over 65 percent at a time when the European demand for food has enormously increased and is further increasing as the hosts of foreign allied armies are arriving.

England alone in all Europe, although her farming industry has suffered sadly in horse and man power, has increased her food production. This English increase has been made possible only because she was the only sufferer who provided herself with tractors. The man power has already been stripped from Canadian farms, and now the same process is causing mental distress and anxiety amongst American farmers. By the time the United States Army in Europe numbers two millions there will be a fearful shortage of farm man power in America.

This modern war is a wholesale slaughtering machine, and without go-

(Continued on page 16)

## WAR HAS BEEN GREATLY MODIFIED BY THE TRACTOR



Without the tractor, and tractor principles of locomotion, this war would have been a different war. The tractor has especially facilitated the movement of artillery. In the illustration is seen an armored tractor hauling a heavy howitzer at a recent demonstration for the Army.



# This Is the Year for Straw Spreaders



LOADING THE STRAW

**R**ECORD wheat crops in every section of the country this year naturally resulted in thousands of straw stacks standing on the farms after the threshing season. Much of the straw will be baled this year on account of the shortage of the hay crop in some parts. Some of the straw will serve a purpose in bedding down stock this coming winter and some of the stacks will be left standing in the fields where cattle are to be pastured. Many straw stacks have already been burned.

The Department of Agriculture with all of its compilations of records has never estimated the cash loss to the country resulting from the burning of straw. But the Department of Agriculture knows that the loss is large and has dutifully performed its annual urging of the return of the straw to the soil. The problem presented has always been the distributing of the straw over the ground.

## A Simple Attachment.

A number of straw spreaders have found their way on the market; but the latest straw spreader is the result of the work of E. E. Dye, Kansas City, Mo., manager for the New Idea Spreader Co. The invention is an attachment for New Idea spreaders, and is one of the simplest attachments made.

The spreader consists of frame

## Humus Destroyed Is Land Value Thrown Away

By Martin Platt

work erected on the side of the spreader 38 inches above the box, three cylinders instead of the ordinary two, the third cylinder being placed 16½ inches above the others, and an extra chain and sprockets. In recent tests with the perfected spreader it performed its operation no matter what the consistency of the straw.

A load of straw with the new machine will cover a strip 80 rods long and 7 feet wide. Three loads of straw are necessary to cover an acre. One man should be able to cover five acres of ground in a day with straw, using the new machine.

There is much value in top dressing the wheat field, as numerous tests have proven. In one test near Frankfort, Kan., a part of a 120-acre field was top dressed. The wheat was cut and threshed separately and the section that had been top dressed produced 13 bushels to the acre more than the other part of the same field. This was one of the greatest differences. Other tests show that the increase has been from 5 to 10 bushels to the acre more where the wheat was top dressed.

## Top Dressing for Wheat.

Opinions differ as to the best time for top dressing wheat. Some favor top dressing just after the wheat is up and others when there is a snow on the ground. The wheat blades will keep the straw from shifting as will the snow. It will be found that the straw will shift around and fill the drill furrows lengthwise. The straw will prevent sandy soil from shifting.

There are many values in top dressing wheat. It is a protection against winter freezing and is a preventive of evaporation in the hot and dry weeks of the summer. But perhaps the most important thing is the fact that it returns the humus of which the soil has been robbed. There are probably enough straw stacks standing in the state of Kansas alone to pay for a complete outfit for every farmer in



THE DISTRIBUTION

the state, if the straw were just back on the land.

## Help Avoid Burlap Shortage.

Continued and increasing war demands on the jute industry of India for burlap make necessary the utmost conservation of this product. Investigations by the Food Administration show that somewhat more than three-fourths of all burlap imported is used by farmers in shipping agricultural products or in buying supplies. The Administration has therefore issued the following list of conservation rules to the agricultural population:

Burlap is valuable. Save the present supply, reserving enough on farms for probable future needs.

There is a good demand for second-hand bags at fair prices. Put surplus bags into the channels of trade.

Even fertilizer bags can be saved unless acid fertilizers are allowed to remain in them too long. Empty the bags at once, wash and dry them. Sugar bags, after emptying, should also be washed and dried.

You need not mend torn bags that are to be sold. Bag manufacturers have special facilities for doing this work and they prefer to do it.

Allow no burlap or bags to mildew or to be damaged by storing in a damp place. Keep them clean and dry.

Any waste of burlap adds to the national demand, which in turn causes an economic pressure for shipping from India. Saving burlap helps to save shipping to supply the American armed forces abroad.



## SUCH GUNS AS THIS ARE USED TO PUT DOWN BARRAGES



Here is shown a light 3-inch field piece behind a tractor in armor. Such guns as this are used for the most part in putting down the artillery barrages of which we read so much. It will be observed that the Army camoufleurs have disguised the barrel of the piece with paint.

## EUROPE INVITES THE AMERICAN TRACTOR

(Continued from page 14)

ing into any grewsome statistics of the colossal casualties, we cannot escape the conclusion that when the war is over there will be an appalling number of Europe's farm men who will not answer the roll call, and farm labor will, indeed, be scarce.

Aside from the losses by casualties, it is almost certain that the farmer will receive another serious blow when he finds pre-war farm workers, after four years of army and garrison life are no longer willing to take up the long hours and monotony of farm life, but prefer to take up city work or to migrate to some Colonial state.

This man power problem is serious and important, and its only possible solution is the adoption of tractor and other mechanical methods which will multiply the productivity of the lessened man power.

### Agricultural Prospects.

The war has caused such a substantial increase in the prices of all farm products that farmers everywhere who have been able to maintain good production have been prospering beyond all precedent. Take the case of the American farmer who in pre-war days made a profit of 20 cents per bushel on wheat which sold at a dollar, and who is now receiving, say, two

dollars per bushel. His profit in the present price is some five times as much as it was in pre-war days.

The war has brought to the majority of farmers all over the world, including Europe, Africa, North and South America, a period of prosperity unheard of, and both his credit and his purchasing capacity is sounder and greater than any other industry in the world. However, with this unusual prosperity there are problems, serious problems, for him to face. He is not only short of horse and man power, but his machinery and tools are wearing out. He has plenty of money in the bank, but he cannot get deliveries of new machinery or repair parts for his old ones.

Implement factories are commandeered on war work, smithies are mobilized, importations are forbidden, ocean freights are enormously expensive, shipping space is unavailable, and implement makers cannot get metal and material for farm implements, and for four years the war has dangled unheard of profits before European farmers with one hand, and withheld with the other hand the horse and man power and the tools he required to enable him to secure the reward.

For four years now the farmers of the world have been overworking and wearing out their implements and filling their bank accounts, and have been

practically unable to purchase any new machinery. As soon as the war is over there simply must be an enormous demand for modern farming implements of all varieties and price will not be as important a factor as quick deliveries. It is the one manufacturing line which after the war will have an unlimited and urgent demand from a class of buyers who have a perfect capacity for prompt payment.

### The American Source.

Before the war a very large part of all the farm machinery of Europe was imported from the United States. This held good even in the Central Empires. Since the commencement of the war it has been increasingly difficult for the American manufacturers to deliver their products in Europe and at the present moment it is practically impossible. Even the American machinery which is already in Europe is seriously incapacitated by the inability to import the repair parts necessary to keep them working. Another feature which must seriously be taken into consideration is the American demand.

American and Canadian farmers have, for four years, been making fabulous profits, and therefore they are now plentifully supplied with money, and so long as high prices for their produce continues they will endeavor to raise maximum crops. However, even before America entered the war the export by Allied governments of some 2,000,000 American and Canadian horses and mules considerably shortened their horse power and now since America has entered the war the heavy mobilization of horses and men for her own army is causing a fearful shortage of both man and horse power on American farms.

But the American farmer, having ample credit, will be quick to purchase tractors to make good these shortages just as he did during the Civil War when the farms were practically stripped of men, yet the production of food products actually increased. For instance, one township in the state of Illinois had 147 men liable for military service and 117 of these were actually serving, while another township in Iowa only had seven men left at work, yet the wheat of the Northern states rose from 138 million bushels in 1859, the record up to then, to 177 million in 1862, after two years of war, and this output was doubled within three years.

This result was made possible by the introduction of the self-binder harvesting machine, just as the present power shortage will be made good by tractors, each of which will replace eight horses and five men. Great educational and publicity efforts have

(Continued on page 31)



# Manufacturers' Convention Is at Hand

The Industry's War Problems Will Be Discussed at the N. I. and V. A. Meeting to Be Held in Chicago, Oct. 16.

**A**FTER a year which it has felt has been of signal achievement in bringing about cooperation between manufacturers and the Government and solving the problems caused by the war, the National Implement and Vehicle Association will hold its annual convention in Chicago, Oct. 16, 17 and 18. Headquarters will be at the Congress hotel and all sessions will be held there.

The convention will be the twenty-fifth of the organization. It of course will be a war convention from start to finish, and the keynote will be how to carry the industry through the trying circumstances of the war with the greatest service to the Government and the country at large and the greatest possible progress for itself.

From the beginning of the war the association has given its active cooperation to the Government in the many phases of the war program affecting the food supply, the husbanding of material resources, and other important matters. This unrestrained assistance has resulted in most favorable recognition of the industry and its association by the Government, as was indicated in the priorities given the manufacturers in procuring materials.

A notable example of practical cooperation has been the work of eliminating unnecessary variety in sizes and styles of many lines of farm operating equipment, brought about by the association's efforts under the direction of the Conservation Division, War Industries Board. The results show real benefit to the Government and economy for the manufacturers themselves, dealers and farmers.

In view of the constantly changing conditions it is felt to be a fortunate circumstance that the industry has had a central organization to furnish competent committees to thus cooperate with the Government.

"It is only natural, then, that the annual convention next month should take on the nature of a war conference, where the manufacturers can come together for the close interchange of views on the unprecedented conditions which the war has brought about, so that each manufacturer may better determine for himself how to proceed with the future conduct of his business.

Some of the outstanding topics for the consideration of the big conven-

tion are: Materials, labor, eliminations, Government license of the industry, and freight and passenger transportation.

Men well informed on these matters of concern to the industry will address the meetings, some of the speakers being of National note and whose addresses will be authoritative. Several officials from Washington will be on the program.

Review of the various divisions of the work accomplished by the several trade departments of the association likewise will reveal the existing war conditions of the past year and the efforts of the industry through their representative association to successfully meet the changes. The rapid development of power farming, so significant to war food production, will constitute a special convention topic.

Entertainment features after the labors of each day will be provided by the auxiliary of the associate membership in keeping with the times. Needless to say they will be of a patriotic nature. Women are expected to attend in large numbers. Their presence and assistance has helped in no small measure in making the past conventions enjoyable as well as profitable.

The retail dealer will have a conspicuous place on the convention program, and dealers will be invited to attend all of the regular sessions. Pertinent matters affecting the relationship between dealers and manufacturers will be presented by speakers representing the Federation of Implement and Vehicle Dealers' Associations.

Everything points to a record-breaking attendance at the coming convention. The intense interest in war industrial problems is sufficient warrant for a big gathering. Moreover, the phenomenal growth in the association membership during the past year will bring many manufacturers to Chicago who have never attended a previous convention.

It has been a splendid year of achievement for the association, which, through its constantly increasing membership and wide range of activities, is looked on as a worthy representative of the farm operating equipment, wagon and vehicle industry. The executive officers and the management have served the manu-

facturers in many vital matters that could only have been accomplished through a close working organization. The cooperation also of the trade departments within the association, and the work of the many special committees on specific matters of interest to the industry have had their positive effect in bringing about order and unity of action among manufacturers during these strenuous times.

In accordance with its usual policy the National Implement and Vehicle Association will open its convention doors to every manufacturer in the industry and every one is urged to attend.

## Purchasing Agents to Meet.

The third annual convention of the National Association of Purchasing Agents will be held at Detroit, Sept. 23, 24 and 25. The convention headquarters will be at the Hotel Pontchartrain.

While a suitable amount of entertainment and diversion are included in the arrangements, the gathering will be primarily a war convention. The topics assigned for discussion deal largely with the part which industrial purchasing agents can take in serving the interests of the country at this time.

Attendance at the convention is not limited to members of the association, an open invitation having been extended to purchasing agents in all industries and in all sections of the country. Representation from every state in the Union is assured, and the gathering promises to be one of great importance, not only to purchasing agents, but to all business organizations.

The headquarters of the association are at 25 Beaver street, New York City, Secretary L. F. Boffey being in charge.

## Lieutenant Dies in Camp.

Lieut. Robert G. Buchanan, son of Judson Buchanan, vice-president of the Chattanooga Plow Co., Chattanooga, Tenn., died recently at Camp Perry, where he had been on duty. Death was the result of blood poisoning caused from an infection in the throat. The young man was a graduate of the first officers' training camp at Fort Oglethorpe. Before entering the service he was practicing law in Chattanooga.



# Implement & Tractor Trade Journal

1886 1918  
FORMERLY THE WEEKLY IMPLEMENT TRADE JOURNAL

Established by  
CLIFFORD F. HALL

CEO. F. MASSEY  
Editor

HALLEY K. DICKEY  
Tractor Editor

SATURDAY, SEPTEMBER 9

FOR the Huns it is the Vesle of tears indeed.

AGRICULTURE'S job after the war will be even bigger than it is now.

TRACTOR performance, and not tractor promises, is what counts on the farm.

COLLIER'S, too, changes its size this week, and we find the compliment pleasing.

ONE headline has it, "Teuton Line is Dislocated." Compound fracture, we'd call it.

ONE tractor that does not operate satisfactorily will unsell a dozen tractor prospects in the neighborhood.

GUESS who's done more than anyone else to speed up the work on French army contracts? A man named Schneider.

DEALERS in dairy equipment will appreciate this line from Hoard's Dairyman: "The cow is the foster-mother of the human race."

THIS advertisement of the Butterick Publishing Co. is one that we don't begrudge passing on: "No Mail-Order Advertising Accepted."

FARMERS must become better mechanics and it's largely up to the implement and tractor industry to see that they are given the requisite start.

ONE of the mail-order houses has a mailing list of 7,000,000 names and there are just about 7,000,000 farms in the United States. Is your territory that well covered?

ALTHOUGH most implement men would object to being called "hand-maidens of agriculture," they readily admit they are indispensable assistants in the agricultural process.

WHEN our rural soldiers return from the war no doubt they will go in enthusiastically for farming with powder power. "Don't break your back grubbing or digging—just bore a hole, light a fuse and watch the hard work do itself."

## TWENTY TO ONE

IT is estimated that one American farmer can do the work of twenty Chinese farmers. Yet they perform marvels of agriculture in China, intensively speaking. But the Chinese know nothing of extensive farming as it is practiced in America.

What makes the difference in the producing power of men? The Chinaman is just as strong as the American. And he probably has more skill in maintaining fertility and rotating his crops. But he does it all on such a small scale—and by hand.

The answer is machinery. And, nowadays, even that is not the whole answer. It is *power* machinery. The American farmer is saving his muscle and using his brains. He is adopting the power farming idea.

## WHAT'S IN A TRACTOR?

ONE of the best known tractor manufacturers complains that "we find it a mighty difficult thing to sell even good goods to the Government at a low price. We sometimes think, when we find out how these bids go, that a fellow is better off to be selling some 'Jim Crow' thing at a tremendous price."

More specifically, he continues: "We bid on an outfit the other day for an Indian reservation and we quoted less than two thousand dollars on an 18-36 tractor and then were informed that they had placed the order for a — tractor, made at —, probably buying one of the half dozen or so they are making this year. They are not even in your tractor book; probably have no organization anywhere. Then the Government will pay \$3,150 for it."

It is indeed a pity that the factory making it can't always be sold along with the tractor. The latter depends upon the former so much that no one inside the trade would consider one without the other. Yet the buyers for the Government are subject to the same failings as other human beings, particularly those who think they can see all that is in a tractor merely by looking at it carefully.

They can't. To judge a tractor properly one must know something definite about the plant that produced it. And even that is not enough. He should have accurate information about the company that runs the plant.

## OUTFOUGHT AND OUTTHOUGHT

MEZY? Mezy? No, we don't remember having ever heard of it either before we picked up the account of the gallant action of one Yankee company of infantry there as related by a young lieutenant who

joined the command after the engagement. Thus he writes in the New Republic:

"In the —th Infantry 'orders is always orders' and orders said 'hold the line.' G company held—but at terrific cost. Three of six officers killed. Forty-one men answered roll-call when the battle ended, while 168 had entered the action. But Heinie paid, too, and he held no line, commencing instead a retreat which at the time I write this has not yet ended. G company turned in 537 prisoners, including officers as high in rank as major. They killed upwards of seven hundred. During the course of the action 13 machine guns were brought in by personal acts of gallantry on the part of single men and groups of men not larger than a squad. In all, 52 machine guns were captured by this company, 39 being abandoned by Heinie when he finally broke and fled back across his pontoon bridges." And the American company had had only two machine guns to start with!

How can any American civilian read the report of this officer and fail to add an extra punch to his work of the day? If you feel yourself slipping ever so little, remember Mezy, that almost forgotten French hamlet, where 168 men outfought and out-thought at least two thousand Huns.

## BUSINESS PRACTICE

A SOUTH DAKOTA reader has what appears to be a just grievance against a tractor manufacturer. He declares that he bought a machine recently for road-hauling and that it was completely guaranteed to do the work. Even the demonstrator, he asserts, couldn't make the tractor perform according to contract. After a number of trials the owner put the machine in storage and called upon the factory to take it back. He still has the tractor.

Naturally, that man isn't much of a tractor booster. The machine in question has a good general reputation and it is barely possible that some of the circumstances surrounding the case, if known, would clarify matters. But on the surface, at any rate, here is a tractor purchaser who was sold because of claims made for a machine which could not be made good.

There are some things about the tractor industry that need standardizing besides parts, designs and measurements. Business practice is one of them. A good deal of headway has already been made in this direction because of the cooperation brought about by the various local and general tractor organizations. But there is still plenty of room for improvement.



# Cut in the Cost of Steel Is Undecided

Action on the Request of the Agricultural Machinery Manufacturers for a Discount Is Held Up by Complaints.

New York, Sept. 4.—Manufacturers of agricultural implements recently agreed to furnish machinery for farmers at prices previously prevailing, if the steel manufacturers would give them a discount of \$5 per ton on soft steel bars, that is, a discount from the Government price of \$2.90 per pound which is applicable to all consumers, including the Government and its Allies. If this concession were not granted, the makers of agricultural tools declared they would be obliged to advance their price list for tools to be delivered next season.

The War Industries Board made the proposal to the steel mills and it was accepted by the largest producers. Some of the smaller mills and some of the other larger consumers of bars protested against preference being given to the farmers through the implement maker, and as a result, the new schedule of prices for agricultural steel bars is held in abeyance. It is believed, however, that eventually soft steel bars will be furnished to the agricultural tool makers at \$2.65 against \$2.90, the price prevailing for other consumers.

It is estimated that the agricultural machinery makers consume about 500,000 tons of bars in six months and in consideration of the heavy tonnage ordered, it has been the uniform practice of the mills to allow a discount of several dollars per ton, so that the present suggestion of the Government for a reduction in price is not an innovation in trade practice.

## Greater Demand for Rolled Steel.

Government requirements of rolled steel products to be utilized in the building of ships, the construction of railroad equipment and the making of ordnance, shells and other war munitions for shipment during the next half of this year, have now grown to from 22,000,000 to 23,000,000 tons. To roll this amount of steel, the steel companies would have to produce 28,000,000 tons of ingots in six months. Such a performance is not possible under present conditions and with present capacity. If the steel plants could be assured of an ample and steady supply of proper quality of coke and coal, even with present unsatisfactory labor conditions, it is estimated that the mills would be able to turn out 4,000,000 to 5,000,000 tons more ingots than present plant performances permit. A larger supply of

by-product coke will soon be available but unless plants are fully balanced, best results of furnace and mill activity cannot be expected.

It is thus evident that there is a shortage of crude steel to meet war time requirements and consequently for several months crude steel has been furnished to some mills at the expense of others. Preference has been given in furnishing steel to builders of ships, to makers of ordnance, shells, to railroad equipment shops and to makers of tin plate. For many months railroads and railroad equipment manufacturers were third on the list of steel preferences, but at the recent meeting held at Washington between the War Industries Board and the Steel Committee of the Iron and Steel Institute, it was determined that steel for railroad equipment temporarily should receive first consideration.

It is essential to prevent a recurrence of the severe freight congestion that created chaos in transportation last winter that steel be now furnished in ample tonnage to building cars and locomotives and to roll rails to place domestic roads in position to handle more expeditiously the enormous traffic due to war conditions. More cars and engines are also wanted for the use of the American Expeditionary forces in France. Italy and Japan are also calling for similar help. In the last week, the United States Railway Administration has placed orders for 20,000 more freight cars, the building of which will require 200,000 tons of steel. Another order for 40,000 cars is pending.

## New Locomotive Plants Built.

To increase facilities to build motive power, the Government is lending financial assistance to the locomotive shops. The American Locomotive Co. will build a new plant at St. Louis, the Baldwin Works will build new shops in the South and also in Chicago and the Lima Locomotive Co. has installed new machinery to increase its output of engines. The new shops call for 15,000 to 20,000 tons of structural steel.

To provide a larger tonnage of standard section rails some of the rail mills which previously utilized much capacity to roll shell steel bars, have again been turned over to roll rails, but as the pressure for shell bars con-

tinues several of the wire manufacturers have been given orders for steel rounds to be used in the manufacture of projectiles abroad. The American Steel and Wire Co. is now rolling 20,000 tons of 82 mm bars for export to France and some of the other wire drawers have similar Government country.

It will be recalled that two months ago, because of the pressure for crude steel, production of wire products was cut 40 percent and the steel thus saved was turned over to mills rolling war munitions. Today, the largest interests are utilizing only 50 to 60 percent of their wire drawing capacity in the manufacture of wire products. Independent wire drawers also are suffering from need of steel. The Pittsburgh Steel Co. is operating only 50 percent and the Jones & Laughlin Steel Co. only 40 percent of wire product making capacity for the same reason.

Government orders for wire products continue to be heavy. Allocation is now being made by the sub-committee of the Iron and Steel Institute on 21,000 tons of plain wire and 2,600 tons of wire rods for export to France in September, October and November. The Government also has called for 100,000 kegs of eight and ten-penny nails for prompt shipment to France and for four army camps in this country.

## It Was Traveling in "High."

In reporting the official test of the Wallis Cub at the National Tractor Demonstration, on page 59 of the Aug. 10 issue, a typographical error was made in describing the length of the test which was "thirty minutes at constant load." The compositor had the Cub operating "at constant low." From the results of the test the Cub was certainly traveling in "high."

## Arkansas Firm Changes Name.

The Southwestern Supply Co., jobbers of Little Rock, Ark., has increased its capital stock from \$50,000 to \$200,000, of which \$125,000 is paid up, and has changed the corporate name to the Joe Lyons Machinery Co. after the president of the company. The change in name is to prevent confusion with other companies whose names have the word "Southwestern."



# News of the Industry

## Moline Securities Offered.

A \$6,000,000 issue of seven percent serial notes of the Moline Plow Co. was recently offered, and according to the figures of the National City Co. of New York, the entire issue was not only disposed of before noon of the first day, but was largely oversold. The proceeds will be used to fund bank loans used in expansion of the company's business.

In connection with the issue it became known that the company's sales for the eleven months ending July 31, 1918, were \$17,315,036, compared with \$13,140,450 during the preceding twelve months.

## Oklahoma City Club Meets.

A. E. Kull announced at the meeting of the Farm Power Equipment Club of Oklahoma City, Okla., at the Lee Huckins Hotel Sept. 2 that it would be impossible for him to accept the secretaryship of that organization for another year. Mr. Kull had been secretary of the organization since it was formed several years ago and one of its most active members.

Mr. Kull stated that the business of the secretary occupied too much of his time. The Oklahoma City organization is making the preliminary arrangements for another show. There was a big turnout when it was learned that the show subject was to be discussed.

## M. & A. M. for K. C. Show.

In a letter received this week by Guy H. Hall, secretary of the Kansas City Tractor Club and manager of the 1919 National Tractor Show, the Motor and Accessory Manufacturers offers its fullest cooperation in working for the success of next year's tractor show.

The letter from William M. Sweet, chairman of the show and allotment committee, was in answer to one from Mr. Hall asking for an indorsement of the National show. Mr. Sweet's letter follows:

"At its last meeting the board of directors of the Motor and Accessory Manufacturers decided that while it would offer its facilities to all tractor shows to encourage the members of the association to exhibit, at the same time, it was not deemed proper to interpret our rules to apply to tractor shows. In other words, we have no

authority to grant the sanction as you request for the reason that the rules of the association are interpreted as not applying to said exhibition. On the other hand, should any of our members request that you secure the sanction, you should advise them of the decision of the board as outlined above. If this is not definite enough then suggest that they should write in to the association and I assure you we will do everything to not only convince them but also do everything to interest them in your show.

"We are very sorry that we could not officially act on your show in the manner which you desire, but assure you that you can count upon our fullest cooperation in any manner which you might suggest, and which will not in any way interfere with the motives or rules of the association."

## D. E. Andrews Is Promoted.

Dale E. Andrews has been appointed advertising manager of the Sharples Separator Co., West Chester, Pa. He succeeds Astolf Levin, who has resigned after three years in that position with the company.

Mr. Andrews is well known in advertising circles and as an expert judge of dairy cattle and authority on dairying. He studied agriculture and dairying at the Iowa State College of Agriculture, Ames, Ia., and later was connected with agricultural publications. He entered the employ of the Sharples company two years ago.

## Cobourg Plans Are Ready.

Preparations are virtually complete for the tractor farming demonstration at Cobourg, Ont., September 17, 18, 19 and 20. It is expected to be the most important event of the kind ever held in eastern Canada. P. G. Van Vleet of Toronto is in charge of the arrangements. Most of the machines shown will be American and it is believed that the attendance from the eastern states and provinces will be heavy.

## Saunderson Man Comes to U. S.

In an effort to interest American or Canadian manufacturers in the building of the Saunders tractor, J. Colvin Brown, a director of the Saunders Tractor & Implement Co., Ltd., Bedford, Eng., is coming to America.

Mr. Brown in a letter to the Implement & Tractor Trade Journal says that owing to the severe war conditions in England the company is unable to enlarge the English works and for that reason is trying to arrange for their manufacture in America. The company desires to secure a surplus American production to meet the European demands.

Mr. Brown's letter continues, "Our tractor is practically the only general purpose farm tractor manufactured in England or Europe. It has recently been adopted and standardized by the British Government in the Food Production, Forage and other important departments of the war. It has recently been adopted by the Belgian and Greek Governments. We have no tractors to sell as the Governments over here take our entire output."

Models of the tractors are being shipped by the American Express Co. and any communication to Mr. Brown should be addressed in care of the American Express Co., 65 Broadway, New York City.

## With Illinois Moline Plow Co.

O. L. Oakes, formerly with the Kansas Moline Plow Co., Kansas City, has joined the sales staff of the Illinois Moline Plow Co., Bloomington, Ill., under Manager Henry E. Lewis. Last fall he was in Idaho on personal business. Before he went with the Moline organization he had traveled the southern Colorado territory for the Emerson-Brantingham Implement Co.

## COOPERATIVE TRACTOR CATALOG

"The Red Tractor Book"

AND

## MILLARD'S IMPLEMENT DIRECTORY

Published annually by  
IMPLEMENT TRADE JOURNAL CO.



# Keep Your Liberty Bonds

**H**OLD to that bond. You invested to help send the boys across. They are over now, at grips with the German monster. You expect them to hold on—hold on till the last vestige of autocracy is crushed out of him. Then you, too, must hold on—must keep your enlisted dollars invested on the fighting line.

It isn't the hooray of a campaign that wins a war. It's the will to hang on, to make sacrifice today, that tomorrow may bring victory.

And your investment. Those bonds are the safest investment you ever made. Don't be lured into exchanging them for the "securities" of some suave get-rich-quick operator. Big returns may be promised, but the bigger the promised returns the bigger the risk.

If you have to have money, take your bond to any bank and use it as collateral for a loan. There is no security the banker would rather have—nothing on which he will lend more willingly.

Don't use bonds to buy merchandise.

The average merchant, accepting your bonds in trade, sells them immediately, thus tending to lower their market price and taking away from the buyer of your bonds the ability to lend a corresponding amount of money to his Government. Liberty Bonds are meant to help your country at War; are meant for investment and to provide an incentive for saving and a provision for the rainy day.

Hold fast to your Liberty Bonds. Hold fast for the sake of the boys "Over There". Hold fast because it is good business.

## UNITED STATES TREASURY DEPARTMENT

Contributed through  
Division of Advertising



United States Gov't Committee  
on Public Information

*This space contributed for the winning of the war by*

# The Implement & Tractor Trade Journal





### Frank H. Nichols Writes Home.

FRANK H. NICHOLS, a son of J. H. Nichols, a prominent dealer of Kiowa, Kan., who is now attached to an aero squadron in the American Expeditionary Force in France, has formed some rather decided opinions about the Hun, judging from a letter which has just been received by his mother. The letter in part is as follows:

"Believe me, the American and French are sure giving the Hun the devil on the front now and you should hear the French people talk now about the Americans. It is some different from when we first came over. I have just met a Belgian from the front and it was certainly great to talk with him as he had gone through it all and sure could explain the Hun to you as they actually are.

"I went out into the country the other day to where a man was plowing. He quit work at once and had me go to his house where we had a long talk. He said it was the first chance that he had had to talk to an American. I had to drink some wine and promise to come again. I told him I wanted to see some of his farm implements, and say, I tried my best not to laugh. I explained to him the difference between the implements we use and his. We walked over all of his farm in about fifteen minutes. I think our back yard is about the size of his farm.

"Say, Dad, I saw a binder and I thought it looked familiar. I examined it and found that I was right for the name John Deere was there very plain. It made me lonesome for the time. I told the man that you handled that line in the good old U. S. A. August 20 I had been in the service one year. It does not seem that long but time flies. I hope I will be home to celebrate my second year and from the way it looks now I guess that I will."

### Joins the Mechanical Division.

TITUS SHOTWELL, manager of the Soo Tank and Silo Works, Sioux

Falls, S. D., has entered the mechanical department of the United States Army. He is now in training at Fort Benjamin Harrison, Ind.

### Cited for Bravery at Cantigny.

CAPTAIN HORACE L. SMITH, JR., son of Horace L. Smith, implement dealer of Petersburg, Va., has been cited for bravery in action along with his entire company of the First Engineers, according to announcement from Washington. Captain Smith and his men played a brave part in the battle of Cantigny in May, when they were a part of the troops that captured and held the town against a superior force. The non-commissioned officers in the company united in a request that Captain Smith be given the honor.

### Says He Likes the Life.

HORACE G. STUCK, formerly with the advertising department of Deere & Co., Moline, Ill., is now in the National army. He is in training at Camp Pike, Ark. Letters from him say that he is enjoying camp life.

### He's Been "Over the Top."

GEORGE L. ADAMS, son of J. C. Adams, the dealer at Lyndon, Kan., has been "over the top." A recent letter from the young Yank infantryman stated that he had been in the front line trenches and had "gone over to get 'em" once. Thus far he hasn't been scratched. Mr. Adams' son was one of the first to enlist from Lyndon, which, with a population of but seven hundred, has sent more than fifty men into the Army.

F. E. NORTHWAY, who has been in the employ of the Sandwich Mfg. Co. for eight years, three years out of Oklahoma City, has enlisted in the motor transport branch of the Army and is now undergoing training at Austin, Tex. The Sandwich company made him a present of a wrist watch.

H. B. MEGRAH, assistant secretary and treasurer of Hunt, Helm, Ferris & Co., Harvard, Ill., is making plans to enter the Army. He is taking preliminary training at Camp Steever, Wis. Fifty-two men from the H., H. & F. organization have joined the Army or Navy.

### Letter Tells of Sacrifice.

On the list of people who have made noteworthy sacrifices in the present war must be placed the name of a young man in a middle western town who has just written a letter to the Implement & Tractor Trade Journal. This young man is giving up an implement and automobile business out of which he has made \$18,000 and resigning his outlook of a prosperous business future on entering the country's service.

Rather than give up the business entirely, he is seeking the right kind of a man to become a partner, and hopes to take it up again when he comes back from the front.

In his letter to the Journal the young man asked for the insertion of this advertisement:

"Wanted—First-class retail salesman with ability to manage business. Interest in business if desired and if the right man. Will pay good money but must be high-class man or no use in writing. Give full particulars in first letter."

The letter said in part:

"I have made \$18,000 in the past three years out of the business, but have to leave to go to war in December, as I am 27 years old and in the draft. I would hire a good man or rather than hire him for wages only would give him a small interest and salary. If you know of anyone to whom you could mention this I would appreciate it very much."

The advertisement has not been inserted, simply because the Journal felt that a case so unusual deserved a little fuller mention. Anyone who wishes to enter into communication with the writer of the letter can do so by communicating with the Journal.

### Economy Test of Happy Farmer.

During the two days of plowing in a local demonstration at Pontiac, Ill., a La Crosse Happy Farmer tractor consumed 2.20 gallons of kerosene fuel per acre each day. The Happy Farmer plowed five acres the first day and four and one-half acres the second day, plowed down seven inches deep and without making any stop whatever for adjustment. The Happy Farmer was shown under the direction of its distributors, the Meadows Mfg. Co.

**STOWE**  
KANSAS CITY

**Never Disappoint a Customer**

if you are out of something send a mail order to Stowe.  
USE OUR CATALOG OFTEN





# OAKES EFFICIENT COOLING FANS

## Keeping 'em Cool at Salina

*76.4% were  
Oakes equipped*

At the great Salina tractor demonstration there were 39 models of tractors displayed—by makers who use fans made by a fan manufacturer.

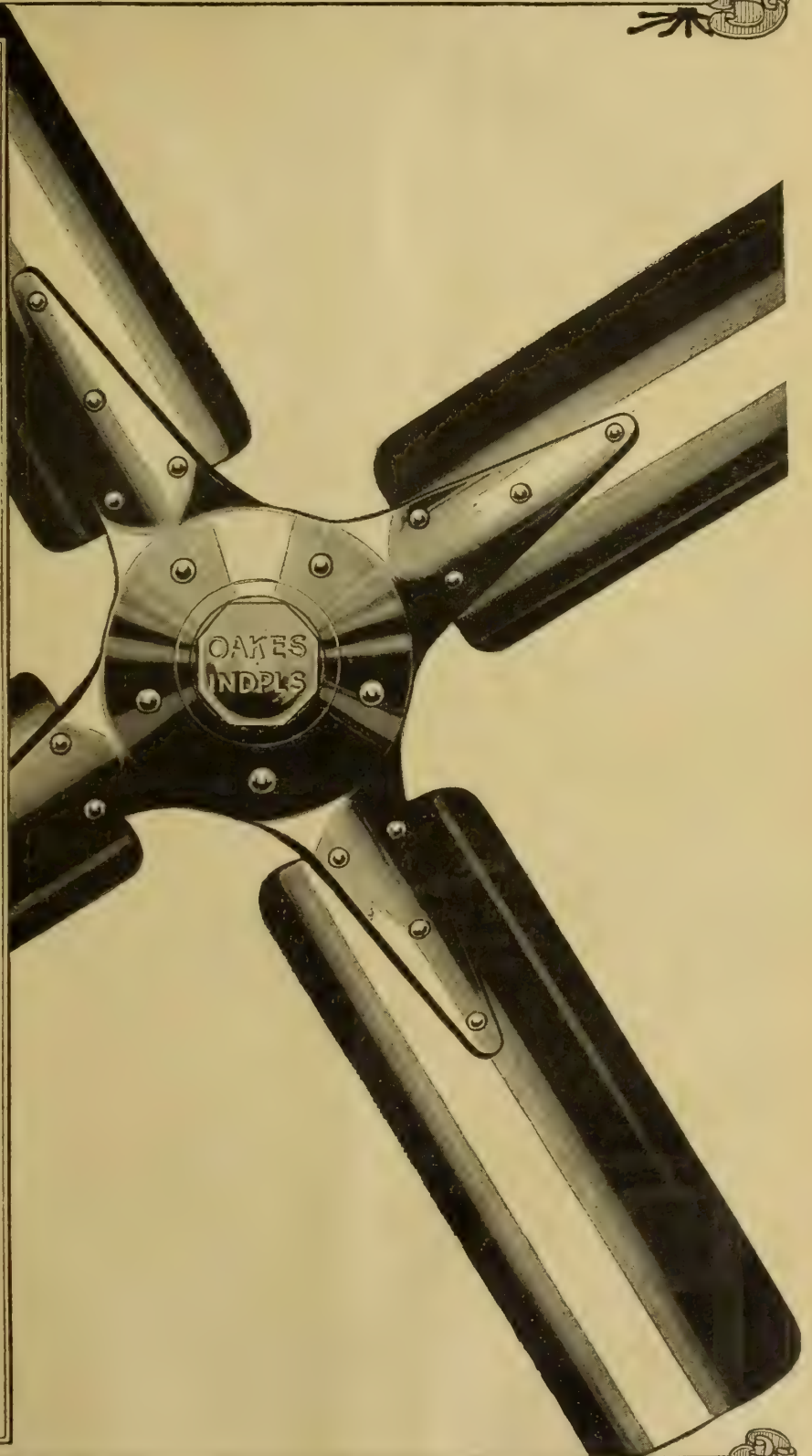
Of this number, 30 models were equipped with Oakes Cooling Fans. On two other models, Oakes shared the fan equipment with two other makers.

Nothing could better demonstrate the dominating position held by Oakes Fans—and the Oakes organization.

The largest exclusive fan factory in the world stands ready to assist you in solving cooling problems of any character.

Below we list the various tractors shown which are using Oakes Fans:

Atlas, 16-26	Moline-Universal, 6-12
Avery, Cultivator	Nilson, 16-27
Avery, 5-10	Nilson, 24-30
Aultman Taylor, 15-30	Parrett, 12-25
Bates Steel Mule, 13-30	Peoria, 12-25
Cleveland, 12-20	Plow Boy, 13-30
Dauch, 10-20	Plow Man, 15-30
Fitch, 15-30	Port Huron, 12-25
Happy Farmer, 12-24	R & P, 12-20
Heider, 9-16	Russell, 12-24
Heider, 12-20	Russell, 15-30
Hession, 13-30	Square Turn, 18-35
Huber, 12-25	Turner, 12-20
Inter-Harvest, Cultivator	Wallis, 13-25
Kennison, 12-24	Waterloo Boy, 12-24
Liberty, 15-30	Wisconsin, 16-32
	Yankee, 12-25



INDIANAPOLIS  
INDIANA

## THE OAKES COMPANY

Chicago Office  
Theo. L. Dodd, Mgr.  
80 E. Jackson Blvd.



# American Tractor Is on the Market

**T**HE American Engine & Tractor Co., Charles City, Ia., builder of kerosene engines and farm tractors, has just brought out its new model tractor, the American 15-30. The tractor is of streamline design, attractive appearance and substantial construction.

It is a four-wheel machine capable of pulling three or four plows and plowing from ten to twelve acres a day at a speed of 2 1-3 miles an hour. The machine weighs about 5,000

Belt Pulley: 14-inch diameter, 8-inch face, 560 r.p.m.

Clutch: Borg & Beck single plate dry disk.

Lubrication: Motor, positive force feed through drilled crank shaft; transmission fully inclosed running in oil; rear axle and master pinions, force feed from motor through sight feeds.

Transmission: Foot Bros. sliding gear with Hyatt roller bearings. Final drive of semi-steel internal master gear, two pitch, 3 1/4-inch face, special stub tooth.

Ignition: Dixie high tension.

Carburetor: Holly Bros. with a special "dry-gas" kerosene generator.

Frame: Three point suspension, strongest built 6-inch 10 1/2-pound channel, reinforced in rear with 3-inch 5-pound channel, no possible deflection.

Axles: Rear axle semi-live type, 2 3/4-inch high carbon steel. Front axle of automobile type. It has swivel mounting.

Wheels: French & Hecht, drivers 52 inches diameter, 12-inch face 7/16-inch tire. Front wheels 36x6-inch special heavy rolled tires.

Lugs: Drivers 2x2x16-inch angle iron grousers; front wheels 1 1/2-inch anti-skid angle iron grousers in two parts.

Wheel base: Ninety-two inches.

Steering Gear: Irreversible worm and sector type. Once set will follow furrow without attention.



THE NEW AMERICAN TRACTOR WEIGHS ABOUT 5,000 POUNDS AND IS CAPABLE OF PULLING FOUR PLOWS

pounds, is 10 1/2 feet long, 6 1/4 feet wide and 4 feet 10 inches high. The American is equipped with a Buda motor, four cylinder, vertical L-head; 4 1/2-inch bore and 6-inch stroke, 850 to 900 r.p.m. and with a special built-in Kerosene tractors.

Other specifications of the American:

Speeds: Field, 2 1-3 miles per hour; road, 3 1-3 miles per hour; reverse, 2 miles per hour.

Governor: Throttling type direct connected to carburetor and maintaining constant speed.

Cooling System: Centrifugal pump; Shotwell-Hobart-Johnson radiator with fan housing; Oakes fan.

Fuel: Kerosene or gasoline. Fuel consumption averaging from 1 to 1 1/2 gallons per hour plowing, depending on conditions.

Fuel Supply Tanks: Kerosene 25 gallons; gasoline 3 gallons.

Hood and Fenders: Standard 20 gauge sheet iron—reinforced.

Draw Bar: Attached to frame mid-center between front and rear wheels to a special cross-member, allowing 26 inches total lateral adjustment. Standard S. A. E. clearance of 17 inches.

Size: Length 10 feet 6 inches; width 6 feet 3 inches; height 4 feet 10 inches.

Weight: About 5,000 pounds, distributed for traction and balance. About 67 percent on drive wheels.

Turning Radius: Ten feet inside.

Plows Recommended: Four 14-inch bottoms in stubble, and three 14-inch breakers in sod, on firm footings.

## BEGGS WAGONS and WAGON BOXES

AT WHOLESALE.

ASK FOR DEALERS' PRICE LIST.

BEGGS WAGON CO.

FACTORY, KANSAS CITY, MO.





EMERSON  
BRANTINGHAM



# Proved Right by the History of an Industry

THE history of an industry is a record of its achievements—a story of the adoption of the fit and the elimination of the faulty.

Rarely has any industry attained so great a growth in so short a time as the Tractor Industry. In its remarkable development months have taken the place of years of progress.

Naturally, under these conditions, changes in design and methods of building have been very rapid. Constructional parts have had to prove their worth quickly, definitely and decisively to be retained in use.

Back in the first days of the Industry a few tractor builders decided to try out Hyatt Bearings. Hyatts stood the test, increased in use and have since proved their worth in farm tractors in almost every part of the world, under every conceivable condition of soil and climate, under any usage to which a tractor could be put.

The history of the Tractor Industry has proved so conclusively the superiority of Hyatt Bearings for use in farm tractors that today 75 manufacturers, comprising the foremost builders in America, use Hyatt Bearings in the construction of their machines.

This is a record which you, as a tractor builder or tractor seller should find well worth remembering.



HOLT



CASE



WALLIS



MOLINE



HYATT ROLLER BEARING COMPANY  
TRACTOR BEARINGS DIVISION

Motor Bearings Div., Detroit

CHICAGO

Industrial Bearings Div., New York



## Oliver Tractor Disk Plow



Oliver No. D-44 tractor disk plow proving its merit in some real gumbo at Salina, Kansas

In tough, sticky, waxy lands where plain mouldboards become clogged and will not scour, Oliver tractor disk plows prove their inestimable worth. They enable the farmer to plow at the right season of the year to secure the best results from the seed bed.

Oliver tractor disk plows turn straight furrows. The disks operate at an even depth and stay in the furrow. The scrapers turn the soil completely over and cover surface trash in an exceptionally thorough manner.

Stiff, heavy plowing of this caliber requires plows of great strength. Oliver tractor disk plows are built unusually strong.

Oliver tractor disk plows are equipped with a high level power lift which raises all the disks high up out of the ground. A simple pull on the trip rope sets the power lift in operation.

Oliver tractor disk plows are backed by a reputation achieved through the good work that Oliver plows have accomplished for over sixty years. This is a guarantee that you may recommend Oliver tractor disk plows to your farmer customers for quality work.

A postal to the nearest branch brings a prompt reply with full details.

## Oliver Chilled Plow Works

Plowmakers for the World

Kansas City, Mo.      Omaha, Neb.  
Dallas, Texas



## "Buying" Goods and Getting Something Different

**T**HE question involved in the letter which I reproduce below often arises in the experience of merchants, and is liable to arise anywhere at any time. The question is this:

When a merchant buys goods after partial inspection, relying upon the seller's statement that they are all of a certain grade or quality, what is his status when he finds, upon delivery and after he has paid for them, that they are not what he thought they were, and what should he do in order to protect himself?

Last November the writer went to Illinois and purchased three carloads of broom corn from H. and Co. Two we had shipped immediately. The third car, which was stored in their warehouse there at the time, appeared to be a nice block of pea green, self-working standard Lindsay brush. This was piled in one corner of the warehouse, three bales high.

The writer examined bales in the front rows and a few on top, and same appeared to run about as front rows. We asked Mr. Watkin, who had charge of the warehouse, whether the corn in that block ran the same all through as the front rows. He said it did. On the strength of his assertion we bought this stock, which consisted of sixty-two bales, and in addition to this we bought about six bales of a good grade of Illinois corn, running to hurl, making a full car.

We had H. and Co. carry this corn for us, paying interest, storage and insurance until last month, when we had it shipped East. Same reached us about ten days ago. It was sent draft attached to bill of lading, and of course we lifted the draft, expecting the corn to be just what we bought and what was billed to us, viz., sixty-two bales of self-working Lindsay standard corn.

When the first load was brought in, we were very much surprised on account of its short, coarse red and yellow appearance. However, we thought there might have been a few bales of that in the pile, and probably the rest of the car continued unloading, and found that fully half of it was very undesirable stock, and among the sixty-eight bales there was but one bale of pea green corn among it.

It appears to us as if they had sold our car of corn and substituted one of considerable less value. We telegraphed H. and Co., therefore, that there was an error in the shipment and they should come look at it. They wrote to their former manager at the cantonment and he informs them that the writer was all around the corn and on top of it and knew what he was buying. This, of course, is a false statement, because the corn was piled in a corner and I could

not get all around it nor see through the pile, as there was none of it pulled down to look it over. The writer simply took the manager's word that it was the same all through the pile as the outside rows.

Any person acquainted with broom corn looking at this can readily see that the corn is no comparison to what their letters and invoice calls for, namely, sixty-two bales self-working Lindsay standard corn.

The price paid for the Lindsay corn was a fair one at that time, for that class of brush, namely, 20 cents per pound.

We are of the opinion that they had an opportunity to sell it for more money, and no doubt substituted something cheaper for us.

What can we do in this matter in order to get back some of our wasted money?

Acme Broom Works.

Hamburg, Pa.

## Fault All on One Side or Other.

The truth of this case lies between these two hypotheses:

1. H. and Co. did not ship the corn this correspondent bought, but a different and inferior lot; or,

2. H. and Co. did ship what the correspondent bought, but owing to his failure to make a thorough examination before buying, it did not turn out as good as he thought.

Any buyer who buys goods after inspection, and who is shipped entirely different and inferior goods, can, of course, reject them at once, because they are not what he bought. If he has paid for them under the false impression that they were what he bought, he can sue to recover his money, and he will get it without doubt if he can make out his case. And more than this, if the seller induces him, or even allows him, to pay a draft under the implied false representation that the goods are what he bought, he, the seller, is guilty of obtaining money under false representation and can be prosecuted criminally.

But suppose the second theory is the correct one here, viz., that the goods shipped were actually what were bought, but upon more careful examination they turned out to be poorer than the buyer thought they were. Does the fact that he bought after being given a chance to examine, and after he actually did examine to a certain extent, prevent him now from



rejecting? In other words, does that familiar and much-abused rule, *caveat emptor* (let the buyer beware) apply in this case?

In sales of this sort, where it is hard to get at the greater part of goods which are to be bought, the buyer often relies upon the seller's statement that the part not seen is like or equal to the part seen. If the buyer buys on the strength of that representation and later finds that the part not seen is not like or equal to the part seen, he can usually call the deal off on either of two grounds: 1, breach of warranty, or 2, fraud. Here is the law on such cases in a nutshell:

Fraudulent misrepresentations by the seller concerning the quality, character or soundness of the goods are ground for avoiding the contract, provided the circumstances are such that the buyer was entitled to rely on the representations. If the buyer relies on an examination or test made by himself or another, he does not rely on the misrepresentations and cannot depend on them.

Ordinarily when the buyer has equal means of forming his own estimation, representations of quality by the seller are not such as the buyer is entitled to rely on.

#### **Seller Cannot Misrepresent.**

In other words, suppose I propose to buy some goods which lie open on a table before me. Nothing is concealed, it is not a case of buying on sample—the whole thing is right there under my eyes. I would not be entitled to rely on any representation by the seller there; I had the fullest opportunity to examine for myself. Here is some more law on this phase of the case, and also on cases where the goods bought are not so easily examined:

Many cases lay down the rule broadly that if the means of knowledge are at hand and equally available to both parties, the buyer will not be heard to say that he has been deceived. On the other hand, there are cases which hold that a person cannot avoid the effect of his fraudulent representations on the ground of the credulity or negligence of the injured party, and that the buyer may rely on a representation of fact, although the means of knowledge are at hand and open to him. All courts agree that if the means of knowledge are not at hand or the buyer has not equal facilities for ascertaining the truth, he may rely on the seller's representations.

This fits a case like the correspondent's exactly. The goods when he examined them were piled up on the floor, part where they could be examined, but the most where they could not be. He approves the part he sees and asks a representative of the seller if the unseen part is just like it. The answer is yes, and he buys. I am clear that if later the statement on which he bought proves to have been false, he can reject the lot and demand the return of his money.

## **EUROPE INVITES THE AMERICAN TRACTOR**

(Continued from page 16)

been exerted in acquainting the American farmers with the advantage of mechanical power, and in 1916 they bought 34,000 tractors. The farmer has learned that tractors plow deeper and produce a greater yield per acre, that a tractor does not eat up a third of the food it produces, that it does not die, that it only eats when it works, that it enables him to complete his various tasks when the weather is right, Howard Co. are the oldest metal plow making concern in the world, and the Saunderson Co., though not so old, is the largest tractor plow producing concern in England, with a capacity of some seventy four-furrow tractor plows per week.

American plow manufacturers should carefully study tractors and design their tractor plows for tractor uses. The popularity and rapid growth of the Saunderson plow is due to the fact that it was designed by the oldest tractor producer in the world and he designed it to do what a tractor man wanted. American plow and tractor manufacturers should work very closely together and tractor men should freely and fully advise the plow designers as to what he wants in his plow.

American tractor makers who wish to hold a European trade must pay close attention to strength, durability and solidity of construction, rather than quantity production. In Europe a bad reputation spreads rapidly and is lasting, and buyers are very critical and exacting. American tractor manufacturers should recognize that the work and conditions confronting a tractor are more variable and exacting than those facing the automobile engineer, and their designers should approach the problem through the farmer user rather than through either the drawing board engineer or the quantity production or efficiency engineers.

Much invaluable tractor design advice can be obtained from the farmer and practical usefulness and stability must not be sacrificed for the tempting problems of quick unit factory construction and assembly and cheap costs. American manufacturers of tractors and, in fact, all classes of agricultural machinery, should increase their capacities to the utmost and be ready for an enormous backed-up demand from Europe for all classes of farm machinery, and they should be prepared to make large and immediate shipments the moment peace makes shipping space available.

# **"NORMA" PRECISION BALL BEARINGS**

(Patented)



Never, so much as now, was the revealing light of critical analysis turned upon every minute detail of machine construction. From least to greatest, in every part, dependability must be apparent. Is it safe? Is it reliable? Is it efficient? These are the questions which must be satisfactorily answered, today.

The ignition apparatus and lighting generators incorporated in the cars, trucks, tractors, power boats and airplanes that hold unquestioned leadership today, carry "NORMA" Precision Bearings as their standard bearings — because "NORMA" dependability is a known matter of record.

Be SURE. See that your Electrical Apparatus is "NORMA" equipped.

**THE NORMA COMPANY  
OF AMERICA  
1790 BROADWAY  
NEW YORK**

**BALL, ROLLER, THRUST, COMBINATION  
BEARINGS.**



# Tractor Parts and Accessories

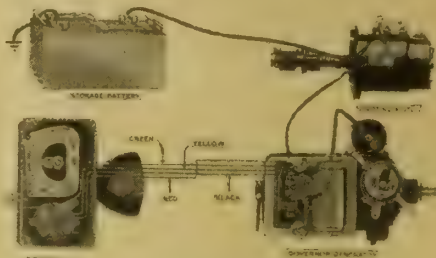
## Remy Tractor Equipment

THE Tractor Equipment Division of the Remy Electric Co., Chicago, Ill., is now prepared to offer on the market a complete electrical tractor equipment, consisting of a governor-generator, control box, ignition distributor, coil and starting motor. The company's engineers for some time have been giving a great part of their attention to the work of perfecting electrical equipment for tractors and have been associated in their work with a number of prominent engineers in the tractor industry.

A distinctive feature of the Remy tractor equipment, a self-sustaining starting, lighting and ignition equipment, is that the generator embodies in its construction an electric engine governor.

The generator is of the well-known four-pole, shunt wound type, which is the simplest, most reliable type of direct current generator. The armature is assembled on

a steel shaft on which the laminated core is built up, then the coils of insulation wire are wound on it, and their ends are soldered to the bars of the commutator, which is of large proportions and rigid construction. A gear keyed to the armature shaft engages with the cam shaft gear or



THE REMY SYSTEM

suitable idler gear in such ratio that the armature is driven  $1\frac{1}{2}$  revolutions for each revolution of the engine crank shaft.

On the drive end of armature shaft a fiber thrust washer is used between the drive gear and the drive end casing. This washer is about

1-16th inch thick and permits from .005 to .015 of an inch end play of armature with the gear in place.

The field frame has four poles around which the four field coils are placed, is not mounted rigidly to the engine case, as is the usual custom, but is supported at the drive end by a trunnion bearing on armature shaft in casting. It is supported at commutator end by the trunnion ball bearing supporting the forging. This permits field frame to turn through an arc of 30 degrees. The control lever is attached to a shaft and is linked to the carburetor throttle, which it moves as the generator field frame turns.

A spring is provided, which turns the field frame in a direction opposite to the armature rotation. This governor spring is located in the drive end head casting of the generator housing. This end head serves the double purpose of enclosing the spring and the dash pot cylinder. The piston working up and down in oil in the dash pot serves to prevent the too rapid fluctuation of the field frame to which it is linked.

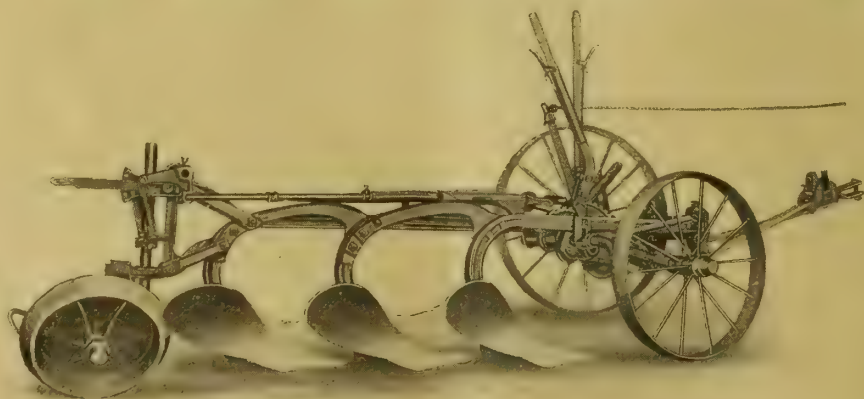
The generator housing serves the purpose of providing trunnion bearing supports for the generator proper, so it will be free to turn through an arc of 30 degrees, also a very efficient dust and water-proof enclosure for the generator, ignition coil, ignition distributor gears, connection of wires, the governor spring and the dash pot.

The control box in which are housed the combination lighting and ignition switch and the generator field rheostat can be located anywhere in convenient reach of the tractor operator. The lighting and ignition switch is combined in one.

The field rheostat is a resistance unit and is in the control box. It is composed of a length of german silver wire with ten contacts so arranged that connection may be made to any contact by a movable contact arm. The contact arm is carried on a shaft which is extended through the face of the control box and to which is attached the rheostat hand wheel, affording a convenient method of adjusting the contact arm. The ten positions of the hand wheel shown on the face of the control box indicate the ten steps of resistance in the rheostat.

The generator field frame is

## The New South Bend Gang



Agricultural science has never had more desirable features combined in a Riding Plow than are presented in the New South Bend Gang. It is an excellent, harmonious combination of just those ideals that make a most complete implement, built to meet every requirement. It instantly appeals to the farmer and it gives the dealer talking points and selling advantages to make sales easy. And South Bend Implements stay sold—they give **satisfaction**. That is the supreme element built into every tool bearing our name. It is the feature that means repeat sales to the dealer.

If you want a line of Implements upon which you can depend and that will reflect creditably upon every other line of goods you handle, get in touch with us.

## The South Bend Chilled Plow Co.

General Office and Factory, M. W. Browne, Manager.  
South Bend, Indiana. Kansas City Branch, 1300 W. 12th St., Sta. A.





# LaCrosse Happy Farmer Tractor

The Perfect Kerosene Burner

## Let the Facts Soak In

### How About the Tractor Business, Mr. Dealer?

Are you going to allow this great opportunity to slip past you? The Tractor has passed the experimental stage. There are several good ones. The farmers are ready. It is for you a question of getting a first-class Tractor, extensively advertised and well known by its good work in the field, made by a reliable company. A Tractor priced to meet the Farmer's ability to purchase, and at the same time afford the dealer a profit commensurate with his investment and the service he is required to give. The LaCrosse **HAPPY FARMER** fulfills these conditions.

**DO THESE FACTS APPEAL TO YOU?** Write us today. We have some good territory still open.

**ONLY  
\$1075**

"More Horse-power for Your Money"

## A Splendid Line of Tractor Implements Also Which Will Make You Independent—It's Velvet

### DISTRIBUTORS EVERYWHERE

**TRACTOR SALES CO., OKLAHOMA CITY, OKLA.**

Distributors for Oklahoma and Texas Panhandle

**THE SIMPLEX SPREADER MFG. CO., KANSAS CITY, MO.**

Distributors for Kansas and Western Missouri

**T. G. NORTHWALL CO., OMAHA, NEB.**

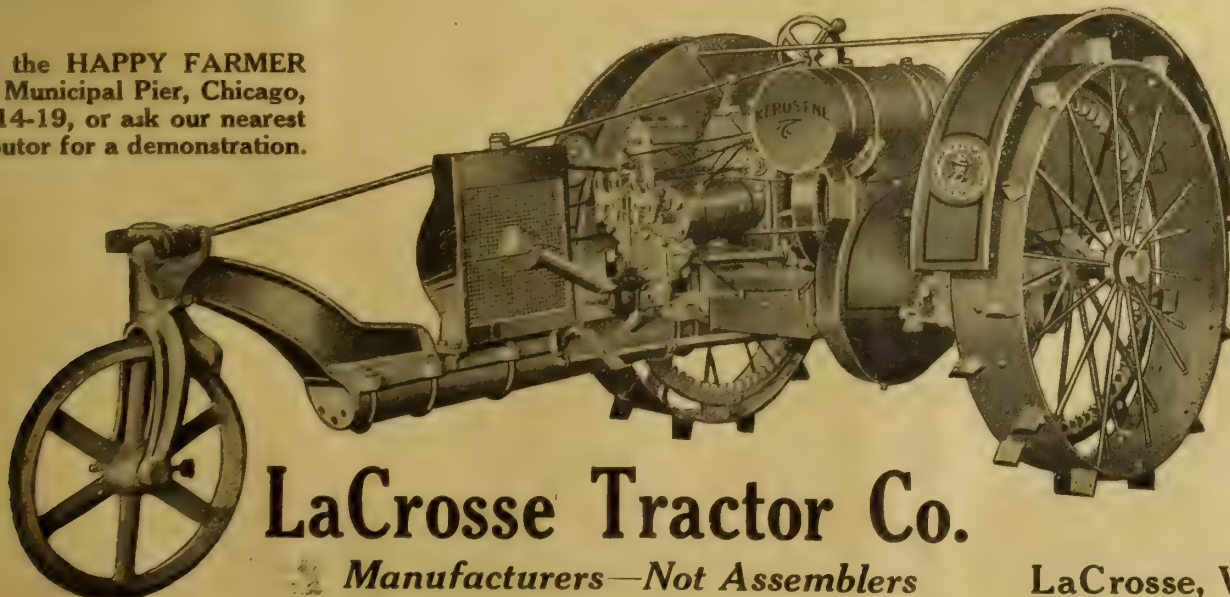
Distributors for Neb., S. W. Iowa and Southern So. Dak.

Meadows Mfg. Co. .... Pontiac, Ill.  
Griffin-LaCrosse Tractor Co. .... Mason City, Ia.  
M. Maloney Co., Inc. .... Syracuse, N. Y.  
Hartz Machinery Co. .... Philadelphia, Pa.  
Ohio Happy Farmer Tractor Co. .... Bucyrus, O.  
Ashton Starke Imp. House. .... Richmond, Va.  
Rapp Bros. & Sherman. .... Nappanee, Ind.  
J. E. Gabeline. .... Burlington, Ia.  
Ditmars, Kerr & Co. .... West Liberty, Ia.  
LaCrosse Auto Co. .... Minneapolis, Minn.  
Johnson-LaCrosse Tractor Co. .... Hanley Falls, Minn.  
St. James-LaCrosse Tractor Co. .... St. James, Minn.  
O. K. Hafso. .... LaCrosse, Wis.  
Wisconsin Tractor Sales Co. .... Oshkosh, Wis.

South Dakota Tractor Co. .... Watertown, S. D.  
Florida Tractor & Implement Co. .... West Palm Beach, Fla.  
W. A. Ekberg Co. .... San Francisco, Calif.  
Byron Matthews. .... Adrian, Mich.  
Indiana Tractor Sales Co. .... Indianapolis, Ind.  
LaCrosse-Dakota Tractor Co. .... Grand Forks, N. D.  
Minot Motor Sales Co. .... Minot, N. D.  
M. Grever & Co. .... Glen Ullin, N. D.  
James A. Shoemaker. .... Billings, Mont.  
R. S. Kiltz. .... Great Falls, Mont.  
Jestab Brothers. .... Havre, Mont.  
O. E. Peppard & Son. .... Missoula, Mont.  
Northwest Auto Co., Inc. .... Portland, Ore.  
Gem State Oil & Products Co. .... Pocatello, Idaho

Colorado-LaCrosse Tractor Co. .... Denver, Colo.  
Texas Happy Farmer Tractor Co. .... Dallas, Tex.  
J. H. Cordes. .... West Alton, Mo.  
Knoxville-LaCrosse Tractor Co. .... Knoxville, Tenn.  
R. A. Bearden. .... Selma, Ala.  
Happy Farmer Co., Ltd. .... Winnipeg, Man., Can.  
Renfrew Machinery Co., Ltd. .... Renfrew, Ont., Can.  
J. D. Adshead Co. (Alberta). .... Winnipeg, Man.  
Gaston, Williams & Wignmore, Inc., Ex-  
porters. .... New York, N. Y.  
Pluym, Ochs & Co., Exporters. .... New York

See the **HAPPY FARMER**  
at the Municipal Pier, Chicago,  
Sept. 14-19, or ask our nearest  
distributor for a demonstration.



## LaCrosse Tractor Co.

Manufacturers—Not Assemblers

LaCrosse, Wis.



mounted on trunnion bearings. The trunnion bearing shaft on the commutator end is brought out through the generator housing and a lever is mounted thereon. To this lever is attached a link which transmits the rotatory motion of the generator field frame to the carburetor valve.

### Windings Become Magnets.

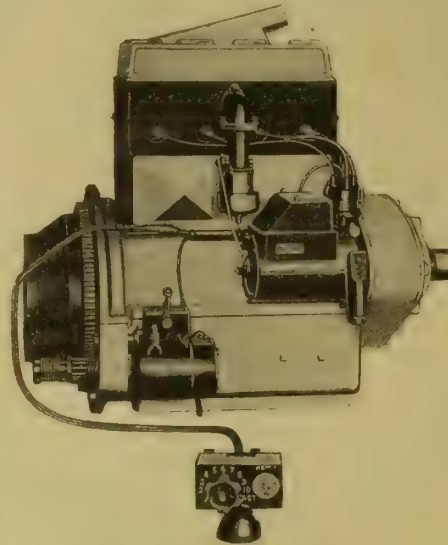
When the armature is caused to rotate in the generator field frame there is current generated. A part of this current passes around the field windings which are located in the generator frame. This current in passing around the field windings causes the iron cores around which these windings are placed to become strong electro-magnets which, on account of their magnetic attraction for the armature, create a magnetic drag on the armature and, therefore, the armature in rotating in this magnetic field imparts to the field frame a rotating motion.

There are two ways that the turning effort imparted to the field frame by the armature may be effected. First, by changing the resistance of the field circuit and, secondly, by changing the speed of the armature rotation. In either case a change in the amount of current flowing through the field windings and resultant change in the magnetic drag on the armature is accomplished.

Change in amount of current flowing through the field windings is accomplished by the adjustment of field resistance in the controller. If the controller is placed on position "I" all of the resistance will be cut out of the field circuit, current flowing into the field will be of maximum quantity and the magnetic drag of

the field magnets on the armature will be very strong, in which case it will overcome the strength of the governor spring and close the throttle when running at a very low rate of speed and the engine will be governed at a low rate of speed.

If the controller is placed on position "Fast" all of the resistance will be cut into the field circuit, current flowing into the field will be comparatively small and the magnetic drag of the field on the rotating



THE SYSTEM AS ASSEMBLED

armature will be weak, therefore, the engine and generator will need to run at a high rate of speed to create sufficient magnetic drag on the armature to compress the governor spring and close the throttle, in which case the engine will be governed at a high rate of speed.

### Any Speed Is Maintained.

Any engine speed attained by placing the controller on a given

position will be maintained because if the engine speeds up due to a decrease in load, the magnetic drag of the field on the armature is increased, causing the field frame to turn in the direction of armature rotation and close the throttle. But if the engine slows down due to an increase in load, the magnetic drag of the field on armature is decreased, allowing the field frame to be turned by the spring, in the direction opposite to armature rotation, thereby opening the throttle.

The action of the governor is very quick and it is sensitive to the smallest change in engine speed. The oil dash pot and piston prevents the spring from opening the throttle too quickly. The dash pot is exposed to the oil of the engine case and, therefore, needs no attention.

When the throttle is opened, the oil is forced by the piston from the dash pot through a by-pass. The size of the by-pass is controlled by an adjustable screw with locknut. When the piston travels up, due to the magnetic drag, turning the field frame in the direction of the armature rotation, oil will run through a port and the valve in the bottom of the piston, thereby refilling the dash pot.

A remarkable dust-tight cover at the top of the generator case provides easy access to the commutator and brushes. The brushes used with the generator are of special carbon copper composition. To produce a spark at the spark plug, it is necessary to close and open the battery circuit through the ignition coil each time, and this action is accomplished by the circuit breaker.

(Continued on page 38)

## TRACTOR WHEELS A Grader for



All Sizes and Capacities

Mechanical detail and superior merit the result of twenty-five years of specializing in steel wheel manufacture.

We manufacture wheels to conform to special requirements of tractor builders.

Inform us of your requirements and take advantage of such help as can result only from our broad and long experience.

We also manufacture steel wheels for all other purposes.

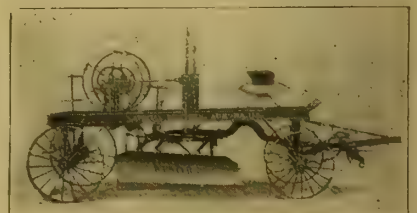
**FRENCH & HECHT**

Successors to

Bettendorf Metal Wheel Company  
Davenport, Iowa and Springfield, Ohio

### Every Requirement

Eleven styles and sizes of Graders in both blade and elevating types to meet soil conditions everywhere.



## THE STANDARD WESTERN GRADER

has been used with the greatest satisfaction in every community in this country and in many foreign countries. In addition to its use as a road-builder it is employed very generally for making lateral irrigating ditches and leveling ground. Many years of practical use have proved it to be satisfactory in a great variety of soils. It excels in adaptability to all kinds of road work and road ditching.

Send for the Road-Builder's Guide to a Complete Grading, Rock-Crushing and Road-Surfacing Equipment.

Agents make good commissions handling road-making machinery.

**AUSTIN-WESTERN ROAD MACHINERY CO.**  
CHICAGO NEW YORK



## Meeting Essential Needs

**P**ROGRESS means change. Service is measured by ability to change in direct ratio to the needs of the public served. Today the essential fields of industry are spurred to almost superhuman efforts. The tractor and implement industry is measuring up to the hour. It is the duty and ambition of the Implement & Tractor Trade Journal which represents this industry to continue to keep ahead of the times.

This is the first issue under the new size type page. It is the intention to give our subscribers and advertisers more for their money than ever before. The influence of the Implement & Tractor Trade Journal is increasing in proportion to the growth of the great tractor industry because from the very beginning the publication has never lost step.

The record discloses that the Implement & Tractor Trade Journal was the first to recognize the tractor industry by changing its name and incorporating the word "Tractor." During 1916, 1917 and so far during 1918 it has carried more tractor, tractor accessories and general advertising than any other paper in the field.

The Implement & Tractor Trade Journal was the first to break away from the old style trade journal front covers and use art covers in colors. It was the first to bring out a book of tractor data, the Cooperative Tractor Catalog, now internationally recognized and used.

All these changes have simply been the landmarks of continuous progress—progress that means leadership in the tractor publication field. We are proud of our subscribers, of the class of advertisers represented in our columns, for these represent tangible proof of our achievements.

**Implement & Tractor  
Trade Journal**



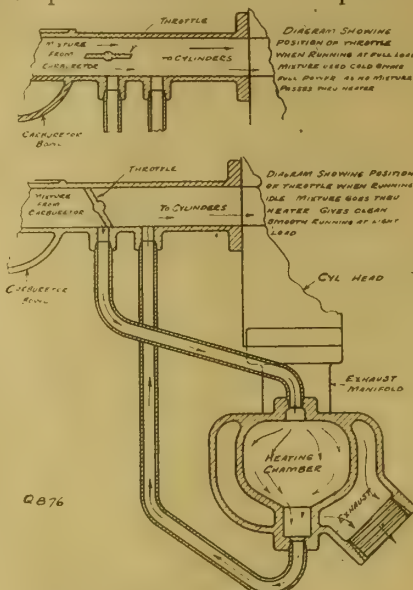
## Dray Shunt Description

THE Hart-Parr Co., Charles City, Ia., was among the first to begin making experiments with kerosene and distillate for fuel, and years ago developed its engine to such a degree that the cheaper fuels were successfully used. The ever changing load which an engine is called on to carry has made kerosene a difficult fuel to use, however, on account of its lack of volatility, being a heavier oil than gasoline and less liable to remain in a gaseous form, hence, when an especially heavy load came on suddenly, and the revolutions of the engine materially reduced, it was more than likely that the engine would stall, causing delay in getting started again.

Shown for the first time at any fair or exposition, the Dray Shunt, incorporated as a special feature in the New Hart-Parr tractor for burning kerosene, attracted much attention at the Salina exposition. Many years of study on the part of W. R. Dray led him to develop the controlled shunt, which, when the engine is carrying full load, permits the cold mixture of kerosene and air to pass directly to the cylinders and there explode. When the engine is running light or the load offered is alternately very light or very heavy, as in cutting ensilage, the valve closes and the mixture is forced down through a heating chamber warmed by the exhaust, and made volatile enough so that it readily ignites upon reaching the explosion chambers of the cylinders.

The development of the gas engine was in no sense spectacular and the thousands of men who studied dili-

gently to perfect it have not all been repaid for their efforts and but relatively few have added to the knowledge how to make it an economical, sure, burden bearing machine. Briefly, to trace the development of the gas engine, it may be said, that the old style engine would perform fairly well provided only high grade gasoline was used and the operator learned to interpret the



AN AUTOMATIC KEROSENE SHUNT

temperament of his engine by means of some unexplained intuition rather than by a process of reasoning.

The present style of automobile engine is designed to burn gasoline of possibly inferior quality, but is much easier to operate, due to refinements of construction which have eliminated much of its "natural contrariness." Economic forces caused strenuous search for a cheaper fuel and an engine was produced

which would burn kerosene fairly well when all the conditions were favorable, such as ample heat to vaporize the kerosene and a steady load to handle. Inasmuch as neither were continuous, the kerosene burning engine had its trouble.

Its manufacturers say that by the use of the Dray Shunt the engine will run smoothly on a diluted mixture the proportions of which do not need to be studied carefully; the engine will respond well with the spark in most any position; much less attention need be paid to spark plugs and spark plug gaps, and that the engine itself may be more or less out of adjustment and yet the Dray Shunt is so adaptable to conditions that good results will be obtained.

It is claimed that with the use of the Dray Shunt, using kerosene as a fuel, from five to six more horse power is being generated than under the ordinary manner of kerosene consumption, and this invention permits the use of kerosene with all loads and under all conditions except, of course, the primary heating of the engine for which, up to this time, nothing but gasoline can be used. With the engine hot, however, the shunt works perfectly and automatically with the governor attachment and kerosene, the cheap fuel, is used successfully for all loads.

The new, yet thoroughly tested, device was shown at Salina, the parts being "windowed out" so that the workings of the shunt in operation could be plainly seen. The comments and criticisms offered were favorable and it was evident that Mr. Dray had evolved something decidedly worth while in the task of mak-

## Red Seal Dry Batteries



**Spark Strongest  
Lasts Longest**

**The Guarantee Protects You**

**ASK YOUR JOBBER**

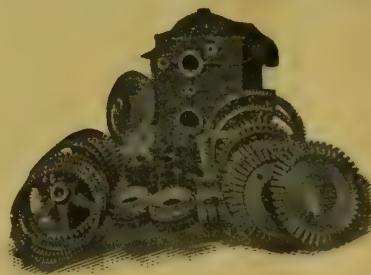
Guarantee backed by  
**MANHATTAN ELECTRICAL  
SUPPLY CO., Inc.**

Chicago New York St. Louis Frisco  
Factories:  
Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.

## TRACTOR

**GEARS AND  
TRANSMISSIONS**

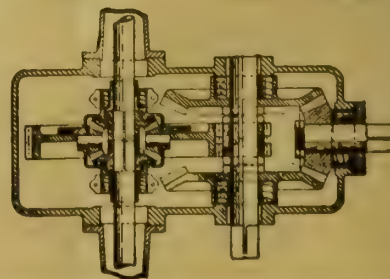
Our facilities and expert knowledge of the tractor business enable us to give you the best possible service and engineering advice. Consult us freely.



**William  
Ganschow  
Co.**

**Chicago**

Washington Blvd.  
at Morgan St.





# J. I. CASE

WORLD'S LIGHTEST DRAFT TRACTOR PLOWS



## SAVES THE COST OF "DRAG"

Light plow draft means lessened burden for the tractor. It means more plowed acres per day with a lower plowing cost per acre. Lower fuel cost, less labor and time.

The J. I. Case Tractor Plow appeals to farmers because we have eliminated furrow bottom and landslide pressure. It rides instead of dragging. Draft is further lightened by the simplified design which eliminates needless weight.

The best of material and skilled workmanship make this the most eco-

nomical plow when measured by years of service.

The J. I. Case Tractor Plow—masterpiece of 40 years of plow building—is already well known to farmers. But we are still further stimulating sales by a campaign of large-space advertising in farm papers.

We are creating a big plow opportunity for dealers. Correspondence invited from reputable individuals or firms in territory when the J. I. Case line is not represented.

**J. I. Case Plow Works,** 123 West Water St.  
RACINE, WIS.

### BRANCHES

DALLAS, TEXAS

OKLAHOMA CITY, OKLA.

KANSAS CITY, MO.

OMAHA, NEB.

INDIANAPOLIS, IND.

MINNEAPOLIS, MINN.

WASHINGTON, D. C.

DISTRIBUTORS EVERYWHERE

ST. LOUIS, MO.

DENVER, COLO.



ing the gas tractor a genuinely worthwhile, every day, economical, labor saving machine.

There may be those who do not understand that there are so many and perhaps a greater number of power units in a gallon of kerosene than in a gallon of gasoline. In addition to this outstanding fact then, if it is possible to use kerosene fuel cold thus getting all the expansion in the cylinders, the only place where power is generated in so far as it reaches the wheels of the tractor, so much the better. The logic in the argument is then, briefly, that kerosene preheated has likewise been expanded somewhat, but the expansion has taken place in the heating chamber and not in the firing chambers of the cylinder, where, admittedly power is made. Hence the inventors desire to use cool kerosene.

Bennet air cleaners have been added to the standard equipment of the Heider tractor, manufactured by the Rock Island Plow Co.

The new Model B 5-10 Avery tractor is equipped with gear drive instead of friction drive, as in the previous model. The wheel base has been somewhat shortened.

## REMY TRACTOR EQUIPMENT

(Continued from page 34)

The circuit breaker has two contact points, one, the contact screw, for adjusting the breaker point opening, being stationary, while the other is carried at the free end of a pivoted arm called the breaker lever. The four-faced rotating steel piece, called the cam, has accurately ground corners which bear against the fiber block in arm, as cam turns and cause the contact points to open and close at the proper time.

The condenser is an electrical reservoir which prevents injurious arcing or flashing at the circuit breaker contact points. The condenser is sealed up in the coil case, permanently protected. It is electrically connected across the circuit breaker points, through the lower coil terminal and ground.

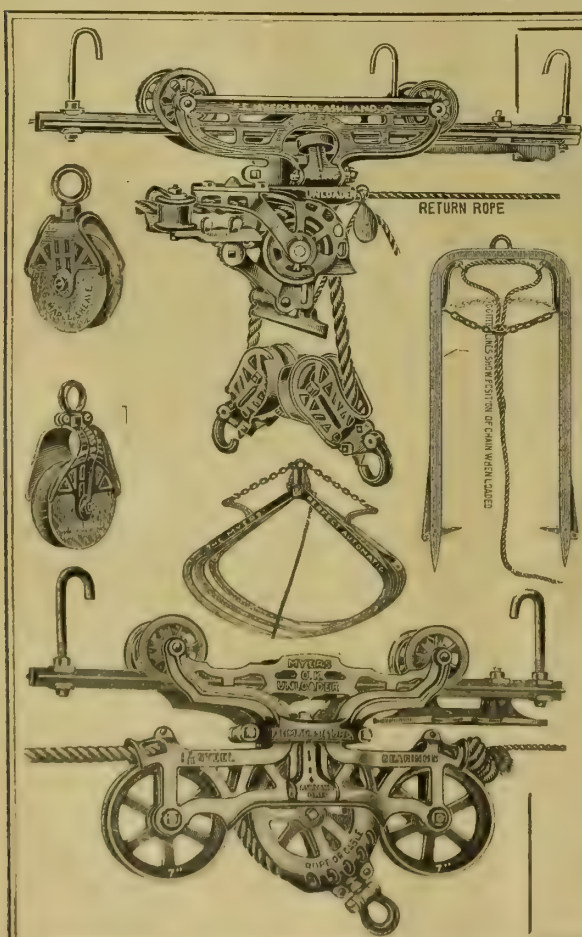
### Spark Plug Connection.

Each spark plug of the engine is connected by a heavily insulated wire which runs to one of the terminals on top of the distributor cap. These terminals have metal extensions on the under side of the cap. The center terminal for the high tension cable to the ignition coil, has a carbon button in the under side of

the cap and makes electrical contact with a spring which is attached to a segment and segment holder, which can only be placed on the cam in one position. The outer edge of the distributor segment rotates close to the terminal extensions without quite touching them.

The current from the battery does not have sufficient pressure or "voltage" to jump the gap of the spark plug. Therefore, the ignition coil is provided, which transforms the battery current into high tension current. The high tension current is conducted by a heavily insulated wire from the terminal on the side of the coil to the center terminal of the distributor. Then the segment on the segment holder directs the spark to the cylinders in proper firing order. The return circuit for the high tension current from the spark plug is through the engine and metal parts of the tractor back to the metal base of the coil.

The Remy starting motor is of the four-pole series wound type, of very compact and sturdy construction. The starting motor is designed to furnish ample power to crank the engine at a high rate of speed, consuming the minimum amount of current commensurate with the demand for positive operation.



# HAY TOOLS

OF COURSE, YOU SELL THE

# MYERS

Then place your specifications with us now for the Myers Unloaders, Forks, Slings, Pulleys and Fixtures you will need for 1919.

In other words, take advantage of our liberal selling policy, anticipate as far ahead as possible, and protect yourself and your trade by having Myers on hand when they are needed. Myers Hay Unloading Tools have again maintained their high reputation in the hay and grain unloading world, for they have gone through the hay making season with colors flying. No failures, no complaints, no comebacks.

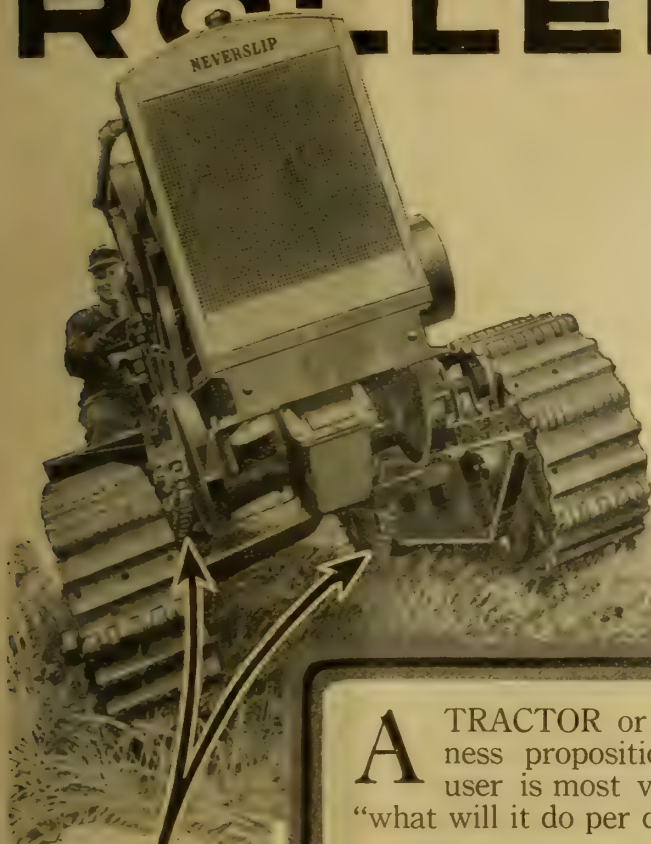
It is needless for us to state that MYERS QUALITY will remain the same next year and your trade will again get the best if you sell them Myers Unloaders, Forks, Slings, Tracks, Pulleys and Fixtures.

One of our representatives will call or we will quote by mail. Catalog on request.

**F. E. MYERS & BRO.,** Ashland, Ohio  
Manufacturers of Farm Operating Equipment



# LINK-BELT ROLLER CHAIN



## The Ideal Drive For Tractors and Trucks

A TRACTOR or truck is purely a business proposition. The one thing a user is most vitally interested in is — “what will it do per dollar?”

That depends invariably upon its mechanical construction. A chain drive is positively the most economical form of power transmission. It means less friction and consequently less fuel. It cushions the power load and protects the tractor or truck against undue strains, thus increasing the life of the entire unit.

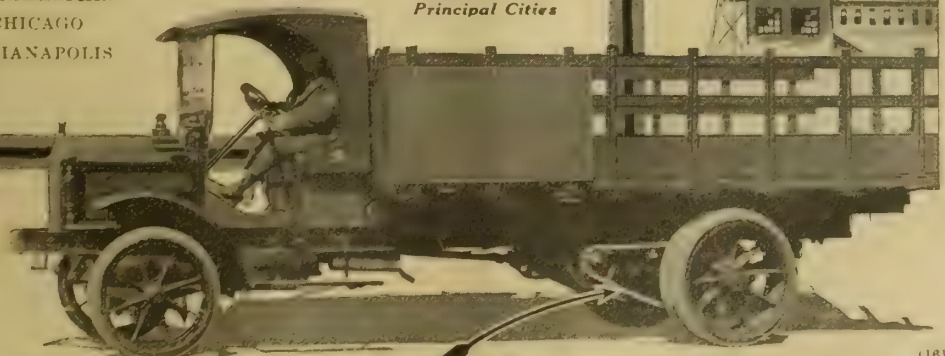
In case of chain breakage, it simply means the insertion of a new link or two. This can be accomplished anywhere, in field or on the road, in a few moments. There's no waiting for new gears—no loss of tractor or truck service—no expensive repairs to buy.

Many truck and tractor builders are now abandoning gear drives for chains. For some of the reasons why, see our Book No. 359. Sent on request.

### LINK-BELT COMPANY

PHILADELPHIA  
CHICAGO  
INDIANAPOLIS

*Branches in  
Principal Cities*



Visit our exhibit at the Auto-  
motive and Accessories Exposi-  
tion, Municipal Pier, Chicago,  
Sept. 14-21, Space 339, Tractor  
Section.







## Oklahoma Trade Suffers

### Farmers in Southwestern Part Affected by Drouth and Crop Failure.

Kansas City, Mo., Sept. 7.—Southwestern Oklahoma is the most seriously affected territory in the Kansas City trade section, according to the reports that are being brought in by travelers. The wheat crop failure and the dry period playing havoc with the cotton prospects have left the farmers in a poor shape. The banks are reported to be in a position where they are loaning little money. Northeast and southeast Oklahoma are not in such a bad condition. However, the cotton crop throughout the entire state has been seriously affected.

Good general rains were had through all of Missouri and Kansas this past week. The rain gives a promise of some fall pasture but came too late to be of any benefit to the corn crop. The northwestern Missouri corn crop has been damaged about 75 percent by the long period of drouth.

Demands for engines and pump jacks fell off this past week as a result of the rains. There are still a good many orders for drills coming in, many that cannot be filled. The majority of the houses are starting to contract for their 1919 business.

### Keep Your Hand on Your Purse.

A number of managers and some of the employees in the implement houses in the West Bottoms have been unfortunate lately in having their pockets picked while riding on the Twelfth street car line. The number of victims and the toll of the pickpockets runs rather high.

Carl Swanson, foreman of the John Deere Plow Co.'s shipping department, last week caught a man in the act of picking his pocket and turned him over to the police. The pickpocket proved to be a criminal with a record dating back several years. In spite of this he was released on a \$200 bond. There promises to be a good representation from the Bottoms when the man's case comes up for trial next Thursday.

### M. Carrier of Lone Elm Is Dead.

Funeral notices were received in the West Bottoms this past week telling of the death of M. Carrier of Lone Elm, Kans. Mr. Carrier had been an implement dealer for a number of years and had a great many friends in the trade. He was 55 years old.

### G. H. Evans' Brother Wounded.

G. H. Evans, division sales manager for the John Deere Plow Co., received official notification this past week that his brother, W. H. Evans, had been seriously wounded in France. He was a member of a regiment of engineers in the American Expeditionary force. Before entering the army he was employed by the Wells-Fargo Express Co.

### Bruening Bros. to Sell Plowman.

The Bruening Bros. Automobile Co., 1620 Grand Avenue, has just contracted with the Interstate Tractor Co., Waterloo, Ia., to handle the Plowman tractor. Bruening Bros. have contracted for the territory included in western Missouri, Kansas and Oklahoma. A tractor sales force is being organized under Joseph Bruening. The company will also handle Oliver plows.

### Case Plow Works Sales Meeting.

The annual sales convention of the J. I. Case Plow Works will be in session all of next week at Racine, Wis. The following men from Kansas City will attend: Grover C. Weyland, manager; C. H. Anderson, assistant manager; D. C. Reeves, manager tractor department; Howard E. Sneathen, traffic manager; Hugh McMullen, C. L. Clute, W. J. Himes, L. L. Ostrander, F. H. Haigler, D. H. Stokes, A. A. Ellis, T. J. Hicklin, Charles Norris and C. E. Turner, travelers. The Kansas City men will leave Saturday night.

### Russell Hursh in An Accident.

Russell Hursh, a dealer at Macksville, Kan., while in the city last week calling on distributors, was in an accident from which he narrowly escaped serious injuries. Mr. Hursh, accompanied by his son Eugene, was crossing Twelfth street at the foot of the viaduct when he was struck by a loaded truck. He was knocked down and rendered unconscious for a time. He was badly bruised by the fall.

Earl Lane, traveler for the Rock Island Implement Co. at Wichita, was in Kansas City this past week.

**"What I have seen the Parrett do in the rice fields convinces me that the Parrett has great reserve power, perfect flexibility, strength and simplicity."**

*C. HOGG, Arkansas Distributor*

**A**DD to such testimony the fuel economy of the Parrett, the fact that boys handle them successfully, that the service calls have been few and far between but mighty well taken care of, and you get into the first chapter of Parrett Possibilities.

No matter what features are claimed by the manufacturers—no matter how much experience they may have had in building farm machinery—as a final test the Tractor must prove its serviceability in actual work.

The dealer who is familiar with tractor business

conditions knows this and insists that the tractor he contracts for be of proven value in all kinds of farm work.

Parrett Power is deliverable outside of the catalog pages, Parrett Profits are just what they seem—they are not subject to everlasting service drafts.

The Parrett Tractor will prove a business building proposition for you—because it is exactly the tractor that most buyers are looking for.

The opening in your territory is not going to an ordinary representative but to the kind of a man who can take the six year old facts of Parrett power, economy, service, and satisfaction and make them work for himself and for us.

Are you the logical man for the Parrett?

PARRETT TRACTOR COMPANY, 457 Fisher Bldg., Chicago, Ill.

**PARRETT**

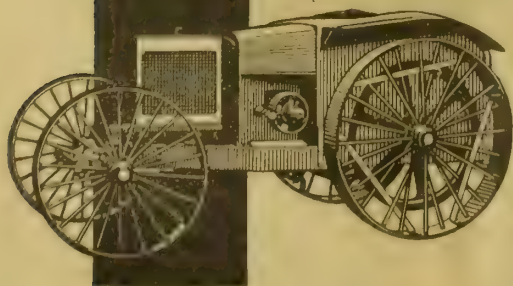
12-25

TRACTOR

"SPEAKS FOR ITSELF"

ONE MAN

ALL PURPOSE





# Make More Profit With Less Effort!

**Let the Viking Build a Big Separator Business For You, As It Has for Thousands of Other Dealers**

Every time you sell a separator you make a **greater margin of profit**—if it's a **Viking**. Sales are easier because it is **lower in price** and satisfies the buyer in every respect—no other machine at any price **"gets" a higher percentage of cream**.

The **Viking** is not a "cheap" machine. It sells at a low price **only** because more economical production facilities in the **largest separator factory in the world** makes this possible. The work it does is equal to any retailing at the highest price.

## VIKING CREAM SEPARATOR

has proved its superiority. It is sold and used in countries all over the world—**more than one million in use**—wherever dairying is conducted on a very scientific basis.

### Why the Viking Sells So Fast

**Viking** selling points make sales easy—low price, simplicity, thorough construction, ease of operation and cleansing, larger capacity than any other separator of equal rating and the **strongest guarantee ever written**.

You make larger profits on the individual sale, invest less money, turn your money over faster and practically control the separator business in your territory.

Write for full particulars of our co-operative advertising to help you sell the Viking and for discounts, prices, etc.

**SWEDISH SEPARATOR COMPANY**  
Department G. 507 So. Wells St., Chicago, Ill.





Howard E. Sneathen, traffic manager for the J. I. Case Plow Works, became the father of a baby girl this week.

R. F. Crawford, manager for the Emerson-Brantingham Implement Co., has returned from a trip to Rockford.

A. R. McGoon, head of the tractor department of the Rock Island Implement Co., and J. N. Robins and Jim Dudley, travelers, have returned from vacations.

J. W. Kizer, manager of the Dallas branch of the Emerson-Brantingham Implement Co., was in Kansas City last Sunday.

C. F. Johnston and family of Sheffield, Ia., has been visiting his brother Ralph W. Johnston, manager for the International Harvester Co.

S. R. Lentz, traveler for the Rock Island Implement Co. in the St. Joseph territory, is back on his territory after a three weeks' illness.

J. F. Sheahan, Ottawa, Kan., and R. O. Ewinger, Chillicothe, Mo., travelers for the Hayes Pump & Planter Co., were in the city this week.

Fred C. Grether, division sales manager for the John Deere Plow Co., spent last Sunday and Monday with his parents at Greenfield, Mo.

W. H. Oliver, division sales manager for the John Deere Plow Co., was at Waterloo, Ia., this week visiting the Waterloo Boy tractor plant.

F. A. Kauffman, head of the collection department of the International Harvester Co. at Chicago, was in Kansas City this week on the way to Wichita.

Miss Helen Strong, secretary to James Patrick Smith, manager for the Rock Island Implement Co., has returned to her office after an illness of several weeks.

E. O. Faeth, president of the Stowe Supply Co., has returned from a two weeks' stay with his family at Ludington, Mich., where they are spending the summer.

F. W. Rebstein, division sales manager for the John Deere Plow Co., R. W. Gilbert, cashier, and A. L. Clark, purchasing agent, plan to take a float down the White river this next week.

H. G. Chandler, representative of the American Tractor Corporation, Peoria, Ill., was here this week conferring with the A. W. Daley Motor Car Co., distributors of American tractors in this territory.

Floyd H. Yount, who has been employed by the Oliver Chilled Plow Works, where his father, L. T. Yount, is manager, will enroll this coming week in the Students' Army Training Corps at Polytechnic Institute.

Mr. Maben of Jennings and Maben, Hunnewell, Kan., was in the city this past week. Accompanied by his wife Mr. Maben had been visiting a son at Great Lakes Training Station of the Navy.

Visiting dealers in the city this past week: J. D. Barker, Girard, Kan.; Leon C. Merritt, Chelsea, Okla.; J. W. Treadway, Stillwell, Kan.; Mr. Linck, Emporia, Kan.; Mr. O'Neil, Osage City, Kan.; O. H. Meyers, Lincolnville, Kan.; A. E. Mayhew, Effingham, Kan.; Thomas Lee, Perry, Kan.; J. T. Whitson, Gower, Mo.; W. Guy Weldon, Coffey, Mo.; Thomas McKee, Havensville, Kan.; D. J. Evans, Carl Junction, Mo.; J. O. Covington, Lees Summit, Mo.; W. T. Reed, Filley, Mo.; F. Hessel, Kearney, Mo.; H. Davis,

Piper, Kan.; W. E. Adams, Dallas, Mo.; Mr. Webb, Bates City, Mo.; E. J. Richey, Holton, Kan.; and J. B. Webb, Mosby, Mo.

### His Wish.

Wayne McVeagh, the lawyer and diplomat, has on the outskirts of Philadelphia an admirable stock farm. One day last summer some poor children were permitted to go over his farm, and when their inspection was done, to each of them was given a glass of milk. The milk was excellent. It came, in fact, from a two-thousand-dollar cow.

"Well, boys, how do you like it?" the farmer said, when they had drained their glasses.

"Fine!" said one little fellow. Then, after a pause, he added: "I wisht our milkman kep' a cow."—Argonaut.

### A Cautious Loafer.

At the coal yard the foreman was having a hard time, on account of the shortage of labor.

"Say, you there!" he shouted to a loafer who was lounging at the gate of the yard. "Do you want to work?"

"What kind of work?" asked the hobo, cautiously.

"Can you do anything with a shovel?"

"Yes," answered the idle one, "I can fry a slice of bacon on it."—Pittsburgh Chronicle-Telegraph.

Why is a lemon pie like the German crown prince?

Ans.—It is soft and yellow in the middle and hasn't the crust to go over the top.—Successful Farming.

## True Development is Constant Improvement

When you consider that the Hart-Parr's were the first successful kerosene-burning tractors and that they were the pioneers in the tractor business, you can see what Hart-Parr development must mean.

During all these years of experience, every point of performance that showed possibility of improvement, every point of construction that could be made more efficient, every new device that could be used to advantage has been adopted from time to time. The result of this true development is The New Hart-Parr.

These improvements and refinement are not all "hidden under the hood," but show themselves unmistakably in the operation of the tractor.

Successful kerosene burning demonstrates itself in the smooth running at all loads. No irregular explosions, no throttling as it passes from full load to no load or vice versa. It burns kerosene as well as others burn gasoline.

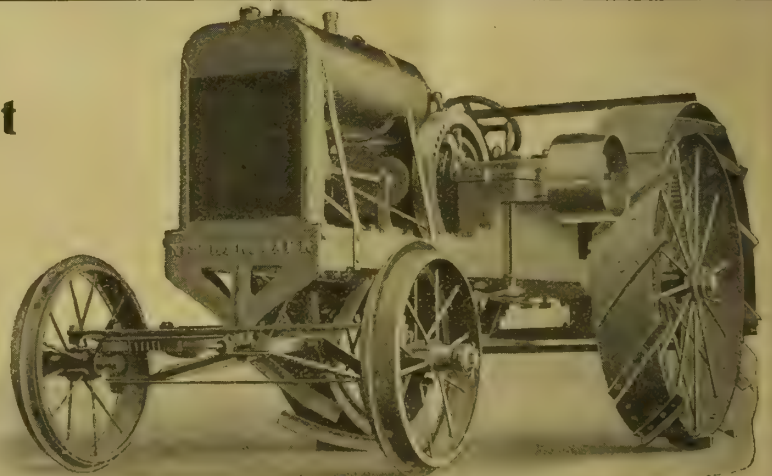
Simplicity, accessibility, bulldog tenacity in power, common-sense, are the outstanding features, and its performance is way ahead of expectations.

Reliability, strength and adaptability for all farm power work.

One piece cast-steel engine bed — no misalignment of gears possible.

Size, price and utility just right for the majority of farms. Dealers and distributors should write today for descriptive literature, specifications and our sales plan.

**HART-PARR COMPANY, 000 Lawler Street, Charles City, Iowa**



## The New HART-PARR

### SPECIFICATIONS

Power—Pulls 3 plows—30 HP on belt.  
Motor—2 cylinder twin, 4 cycle valve in head. 750 RPM.  
Motor Frame—Cast steel, one piece.  
No bend, no twist.  
Carburetor—New Dray kerosene shunt.  
Bearings—S. K. F. and Hyatt.  
Speeds—2 forward, 2 and 3 mi.; 1 reverse.  
Transmission—Selective sliding gear.  
Radiator—Perflex—shaft driven fan.  
Lubrication—Madison-Kipp force feed.  
Weight—5000 lbs.



## Power Pumps That Bring Business

Folks who live in the country and small towns are waking up to the advantages of running water in the house and barns. The bath room is no longer considered a city luxury but a necessity for comfortable living everywhere. Water piped to the barn, garage, garden and lawn is no new thing.

Here are three power pumps that will help you to "cash in" on this higher standard of living. Either of them will solve the problem of the water supply for country or small-town home—bring city conveniences to the rural community.

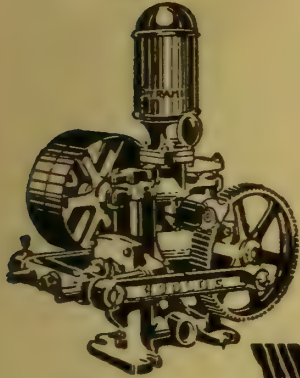


FIG. 1531  
"PYRAMID" PUMP

for filling tanks to an elevation of 175 feet or for pneumatic pressure systems.

Goulds "Hi-Speed" Pump has created a sensation wherever shown. It is noiseless. All gears have been eliminated. It can be operated in any home without causing the slightest annoyance. Our ingenious self-oiling device keeps it perfectly lubricated at all times.

This pump is furnished with 32-volt motor for operation on current from farm lighting system, or with  $\frac{1}{2}$  h.p. gasoline engine; also with outfits for 110 or 220 volt a.c. or d.c. currents. It may be used with either open or pressure tank systems.

\* \* \*

Goulds "Pyramid" Double-acting Piston Pump has for years been the standard small-power pump. It can be driven either by gasoline engine or electric motor, direct or belt connected. It is very compact and handles a lot of water—6 to 114 gallons per minute, according to size. It is adapted to elevated or air pressure systems.

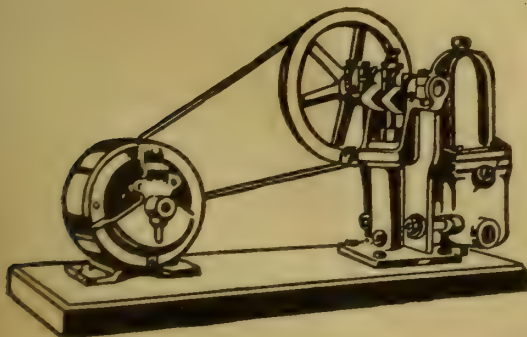
# GOULDS PUMPS

## FOR EVERY SERVICE

Goulds Figure 1680 Combined Working Head and Jack is a special favorite with practical well men because it is so very simple and easy to install. It comes in two parts connected by a flange. The flange is first screwed upon the top of the last length of pipe. Next, the hollow open base is shoved under it, fitting snugly around the pipe. The two sections are then bolted together with the flange between, the jack connected and the pump is ready for business. The head of this pump is adjustable for 6, 8 or 10-inch stroke, and can be operated by hand, windmill or power. With a large pulley it is adapted for electric motor drive.

These are but three of nearly 400 styles in the Goulds line—a line which is widely advertised and backed by 70 years of pump-manufacturing experience. Every pump is guaranteed to perform satisfactorily the work for which it is recommended.

Write for complete data and prices



"HI-SPEED" OUTFIT "C"

This Outfit consists of 6 g. p. m. "Hi-Speed" Pump belted to  $\frac{1}{4}$  h. p. motor and mounted on a heavy plank. For open or pneumatic tank water systems.

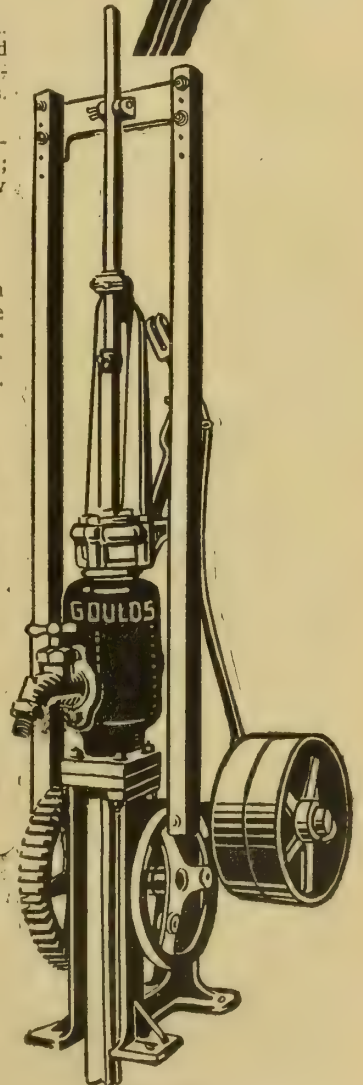


FIG. 1680

COMBINED WORKING HEAD  
AND JACK WITH OPEN BASE

This Combination may be operated by hand, windmill, engine or electric motor.

### The Goulds Manufacturing Company

Main Office and Works  
Seneca Falls, N. Y.

New York 16 Murray St.	Boston 58 Pearl St.	Chicago 12-14 S. Clinton St.
Pittsburgh 636 Henry W. Oliver Bldg.	Atlanta Third Nat'l Bank Bldg.	Houston 1001 Carter Bldg.
	Philadelphia 111 North 3rd St.	



## OMAHA-COUNCIL BLUFFS



## Ready for Corn Harvest

## Business Is Good and Dealers Look For a Successful Season.

Omaha-Council Bluffs, Aug. 6.—Business continues brisk, especially in items for harvesting the large corn crop that was raised in this section. Although it is not time to start picking or husking corn, dealers are stocking up such corn tools as binders, huskers, shredders and similar equipment. The condition of the crop, generally, is very good.

The discomfiting reports which were circulated during and just after the extreme hot weather of August led many to believe that the corn crop of this section was a complete failure. In northern Nebraska, the crop is the best that has been grown in years. This region is chiefly a corn region, that crop being practically the only grain crop farmers will plant. Recently a tractor demonstration at Norfolk brought many implement people from nearly every section of the state, and with the single exceptions of eastern and southeastern Nebraska, every district was reported as having bumper crops. The same might be said of conditions in Iowa, except that western Iowa's crop was pretty badly burned out by hot winds during the first part of the month.

Tractor business is good, although the

general opinion is that there has been a decrease this year compared to the corresponding months last year. Some jobbers say that the reason for the decreased sales is that most of the fall plowing has already been completed and the farmers are not investing money in tractors with the privilege of watching them stand idle during the winter months. This might be true in some cases, but if true when it is considered that the winter wheat crop is yet to be planted, many of these farmers are taking the wrong road to bigger and better crops. Probably most of the fall tractor business is yet on its way to the jobber.

Rail facilities are again causing implement men no little concern, especially the new "sailing day" plan which was recently inaugurated. Many retailers are complaining that shipments are too long in transit, and as usual the jobber is blamed in many cases. The sailing day plan has cut down freight service from daily departures to semi-weekly or three times a week. The different roads many times have more than can be handled on these days with the result that some shipments must lay over until the next sailing day.

## Norfolk Has a Demonstration.

Salina is not the only city that can boast of a big tractor demonstration, because the dealers and residents of Norfolk, Neb., held one at that place Aug. 21 to 23 that attracted about five thousand people from different parts of the state. The demonstration was not advertised outside of the immediate territory surrounding Norfolk, and many tractor men in Omaha knew nothing of it until told

by travelers connected with local houses, yet the news spread.

The tractors used in the demonstration were put into the fields by local dealers at Norfolk. The entire affair was arranged by the dealers. The country adjacent to Norfolk is especially adapted to the use of tractors, and as the chief crop of this section is corn, it is no wonder that tractors have replaced the horse on practically every farm in the vicinity. The corn crop this year was the best that was ever produced in that country, and many farmers having big acreages are looking about for either more tractors or some without are looking for their first.

The demonstration was not held with the idea of signing up customers for fall delivery but with the idea of lining up prospects for next spring. During the mornings the tractors plowed the hill ground and in the afternoon attacked the bottom land. Practically no other tractor tool but the plow was used at the demonstration. It was a complete success and the dealers say that it will be an annual affair for Norfolk. The tractors that were in operation included the Cleveland, Wallis Cub, I. H. C. Mogul, Bull, Avery, Lauson, Happy Farmer, G. M. C. Samson, and Moline, Emerson-Brantingham, Square Turn and Fordson. The Square Turn tractor is made at Norfolk.

## Colorado Crops Good.

"Bill" Smith, assistant manager of the local branch of the J. I. Case Plow Works, returned last Sunday from his ranch in Colorado, where he spent a few days' vacation. Mr. Smith says that the crops of the entire state were never in



**Ankorite**  
STEEL FENCE POSTS

## STEEL DRIVE POSTS THAT SELL

Who will have the biggest fence post business in your locality this year?  
You *know* it will be the dealer who has the Steel Post of Superior quality and design.

### FARMERS WANT ANKORITE POSTS

BECAUSE — *the Patented Crimped Anchor has unequalled holding qualities.* ANKORITE POSTS *NEVER BREAK, ROT or BURN* — made of Rail Steel — tough and lasting.

#### A Wonderful Saving by a Better Post

Drive them in. Six or seven times faster than wooden posts can be set. Last three times as long. No holes to dig. No repairs. Every landowner realizes the enormous saving in farm labor which is so vital now.

Exclusive Selling Rights to Ankorite Dealers and real sales co-operation in building up big business. Ankorite Posts are made complete in our own Steel Mills and sold direct to dealers. We guarantee Ankorite Quality and Satisfactory Service. Write for our exclusive sales proposition and new catalog.

**CALUMET STEEL CO.**  
Established 1907  
Dept. 15  
208 S. La Salle St.  
Chicago, Ill.

The  
**PATENTED  
CRIMPED  
ANCHOR**  
on all  
**ANKORITE  
POSTS**

**From MILL  
DIRECT to  
DEALER**

**PROMPT  
SHIPMENT  
IN ANY  
QUANTITY**



# INDEPENDENT

## AGRICULTURAL MACHINERY

Licensed by the United States Government

**Has Sold Implements for a Half Century**  
Rockford, Illinois.

Mr. Patton, of Patton & Company, a veteran farm implement man, knows the business from A to Z. His expression is worth reading.

"I have been in the Implement business in Rockford, Illinois, since 1875, in the same house and have a fine business in Rockford, Illinois."

"I have contract with Independent Harvester Company of Elkhart, Indiana, since 1918, number of their Spreaders, Grain Binders, Corn Binders, Plows and Tillage Tools, and I find my customers well satisfied and I expect to continue business with this Company."

**Backs Independent to the Limit**  
Elk City, Okla.

Harl D. Mansur, of the Rogers Mills Co., after four years' experience with Independent goods says there's none better. Read his views.

"When handling the Independent Grain Binders and Disc Harrows at Elk City, and Carter for the past four years, and finding them to be dependable tools, that we are not afraid to stand behind."

"We have not only found these tools to be long-lived but we have heard it from the users themselves that it requires one or two horses less to do the same work as with other Standard Makes of machines."

"We are ever ready to spread the word of better machinery, and there is no better than the Independent."

**Every User a Booster — No Come-backs**  
Dewey, Illinois

Ross Drennon, of Farmer's Union, this city, says:

"We have been handling Independent goods for the past year and have had two good big crop loads this summer and every piece has given most excellent satisfaction. We feel as though we are giving a word or two of appreciation."

"Every farmer we have sold to is a booster for the Independent line because in his own mind he believes they put out the best goods."

"When we sell a piece of Independent goods they stay sold and there's no come-back."

"We must also say the Officers, Managers and Agents of your Company have treated us in the very most satisfactory manner."

## Men Behind Independent Assure Its Future

### Sales Records to Date an Indication of What to Expect in 1919 and 1920

The widely recognized business ability of the directors of the Independent Harvester Co., Ltd. — who in the forefront of 1918 so successfully effected the Independent Plan of selling farm machinery through the dealer to the farmer at savings of 15% to 25% per machine — is indicated by their connections with other large institutions of financial solidarity and long continued success.

**Francis Bloodgood, Jr.** is also a principal in Bloodgood, Kemper & Bloodgood, Milwaukee, Wisc.

**A. J. Earling** is also Chairman of Board of Directors of the Great Chicago, Milwaukee & St. Paul Railroad.

**Grant Fitch** is also Vice-President of the big, strong National Exchange Bank at Milwaukee, Wisc.

**Lawrence Fitch** is also President of the Western Malleables Co., Beaver Dam, Wisc., and Vice-President of the Globe Seamless Steel Tube Co., Milwaukee.

**Jackson B. Kemper** is also a principal in Bloodgood, Kemper & Bloodgood, Milwaukee, Wisc.

**A. W. Wilbrandt** is also Secretary of the Western Malleables Co., Beaver Dam, Wisc.

## Future Looks Roseate

These men are strongly backed financially, as was reported by the many farm papers, implement trade journals and newspapers in announcing the recommendation by the Federal Trade Commission of the Independent reorganization plan.

Mr. Lawrence Fitch, who was elected President of the Independent, shares the enthusiasm of his associates in prophesying that the "Independent Plan" will continue to multiply the sales volume and bring to the company the full measure of success which the excellence of its implements deserves.

The future of the farm machinery business holds a big place for the Independent Line. Many people assert that the company's success will exceed even its own high expectations.

## INDEPENDENT AGRICULTURAL MACHINERY

Licensed by the United States Government

**Save 15% to 25% thru your dealer**

STANDARD, highest quality fully guaranteed farm machinery, made at Plano by expert mechanics with years of experience, is obtainable from the Independent Harvester Company at a savings of 15% to 25% and 25%.

Many men have been made better, more efficient, stronger and longer lived operators. Place has a reputation of 10 years standing for its farm machinery.

The Independent Plan, which saves you up to 25% on each machine, was successfully effected this year by the Independent Harvester Company. It is the only plan of the kind ever put into effect. It is the only plan of the kind ever put into effect. It is the only plan of the kind ever put into effect.

**Write for "Independent Plan"**  
This little booklet will tell you all you need to know about the Independent Plan. It is free of charge. Write for it today.

**DEALERS:**  
List of dealers in various states. Write for list.



**Independent Drills**  
Standard drills for sale. Write for list.



**Independent Low Spreader**  
Standard low spreader for sale. Write for list.



**Save on These Tools!**  
List of various tools and implements for sale. Write for list.

**Independent Harvester Company Ltd**  
600 Main Street, Plano, Illinois, United States

THIS is another of the series of big ads appearing frequently in leading farm papers.

Think how many of the farmers in your locality read these papers:

- |                                     |                          |
|-------------------------------------|--------------------------|
| Illinois Farmer                     | Prairie Farmer           |
| Northern Farmer                     | Nebraska Farm Journal    |
| Kansas City Weekly Star             | Farm, Stock & Home       |
| Journal of Agriculture              | Non-Partisan Leader      |
| Missouri Ruralist                   | Rural Weekly             |
| Oklahoma Farmer                     | National Alfalfa Journal |
| Farmers Weekly Dispatch             |                          |
| Iowa Homestead and Wisconsin Farmer |                          |

**Coupled With the "Independent Plan" No Line Offers More Attractions**

The excellence of Independent Machinery itself with our widely advertised savings of 15% to 25% enables dealers to do a splendid, highly profitable CASH Business.

We wish to sell only thru dealers. We want YOU to handle the inquiries and sales in YOUR locality.

Write for our liberal proposition Now!

# Independent Harvester Company Ltd

1505 Main Street      Plano Illinois      United States

**Branches:** Des Moines    Minneapolis    Fargo    Great Falls    Billings    Aberdeen    Sioux Falls    Marshfield  
La Crosse    Madison    Peoria    Mount Vernon    Lincoln    Kansas City    Wichita    Oklahoma City

Hollingsworth-Penn Hardware Company, Distributors, Sherman, Texas



better condition, having more moisture this year than ever before. One thing that he could not figure out was the reason the farmers had cut and stacked their wheat and had not threshed it. Some of it had been standing in stacks for some time. Whether it was because of the shortage of threshing outfits or shortage of necessary labor to run threshers, Mr. Smith did not know, but the fact remained that much of the wheat crop had not been threshed. Colorado's chief crops are feed crops and the yields this year were the best in years.

### Implement Club Meets Soon.

The first meeting of the Omaha and Council Bluffs Implement and Vehicle Club since the summer adjournment will be held at the Loyal Hotel the evening of Monday, Sept. 9. As usual the business session will be preceded by a dinner in the grill room of the hotel. As this is the first meeting since June many important matters will be put before the members for discussion. All members are urged to send in their dinner reservations to the secretary as early as possible.

W. J. Collier, sales manager of the T. G. Northwall Co., returned Saturday from the tractor demonstration at Norfolk.

Louis Christensen, an implement dealer at Harlan, Ia., was a visitor among the local jobbers last week, and reported that the corn in his vicinity was considerably damaged by hot weather and winds but would make a good crop.

John Rocke, president of the Meadows Mfg. Co., Pontiac, Ill., and his son Elmer were guests of the T. G. Northwall Co. last Saturday. Mr. Rocke said that the crops in the East are excellent and nothing could be listed as a failure. Tractor business is beginning to develop rapidly in Illinois, according to Mr. Rocke.

### Lying by Proxy.

"Dead men tell no tales," observed the sage.

"Maybe not," replied the fool. "But their tombstones are awful liars."—*Twentieth Century Farmer.*

### Hand Me Downs.

Small Boy—My father's got a new set of teeth.

Friend—What's to become of the old ones?

Small Boy—Oh, I guess they'll cut 'em down for me.—*New York Evening World.*

### His Shadow.

A young man came to a doctor and his complaint was a rather extraordinary one. He had seen a ghost. The doctor asked him where he had seen it and what it was like. "I saw it," said he, "the other night when I was passing a graveyard; it had a big mouth and long ears like a donkey."

"Go home," said the doctor, "and say nothing about it. It was your own shadow you saw."—*Pittsburgh Chronicle Telegraph.*

### Doing His Best.

Little brother accompanied his mamma on a visit to some friends in Chicago, and included in the entertainment of the visitor was a luncheon at one of the fashionable cafes. Little brother was taken along because there was no place to "check" him.

"Now, brother," said mamma, "you see this beautiful place and all these lovely ladies—you are the only man present, and I want you to be very polite, and act like your father would if he were here."

"Well," said brother, "I guess I'll take a cigarette."—*Indianapolis News.*

### Napoleon's Retreat.

In the sixth grade the teacher was questioning a boy about Napoleon's disastrous invasion of Russia and the subsequent retreat from Moscow.

"What did the French do then?" she asked.

"They ran away," replied the boy.

"Yes, that is what they did," said the teacher, "but 'ran away' is hardly the correct phrase to use. What should you have said?"

The boy's face lighted up with understanding.

"They beat it!" he exclaimed, quite proudly.—*Twentieth Century Farmer.*

### His Reply.

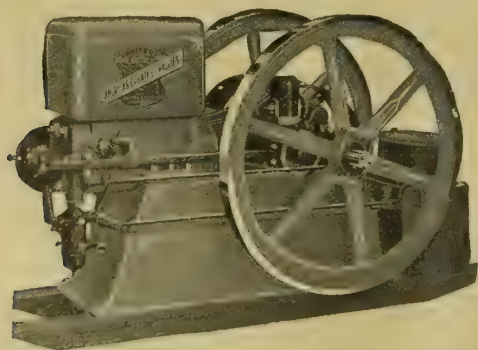
"Doctor McQuack declares that it will be necessary for me to go to the springs for a couple of months," said Mrs. Scrapington. "What have you to say?"

"Get another doctor," said Mr. Scrapington.—*Country Gentleman.*



United Dealers Always Make the Most Money

# Sell the UNITED--The Heaviest 6 of All!



To operate saw rigs, ensilage cutters, feed grinders and other equipment, the United Engine Line ranks highest in power performance, year after year service and saving in fuel. Yet our low price enables you to resell United Engines at prices that will make you the master engine dealer in your territory.

## And It's The Heaviest Seller Of All Heavy Duty Engines

**I**F you can find a bigger, heavier, better 6 h.p. Kerosene Engine for the same money as this United over-size Big 6—GO BUY IT. We say this frankly, because we know that this engine is beyond question.

### America's Greatest Value

#### These "Big 6" Specifications are Unequaled.

The Bore is 6 inches.  
The Stroke is 10 inches.  
The Fly Wheel is 40 inches.  
The Weight is 1,700 pounds.  
The Carburetor produces a superheated, powerful gas.  
It's bigger than any other 7 H. P. Engine and as big as many 8's.  
In every way this Engine is the biggest, best buy—and the very best money maker for you.

We Build All Sizes from 1½ to 12 H. P.—Wire or Write for Prices

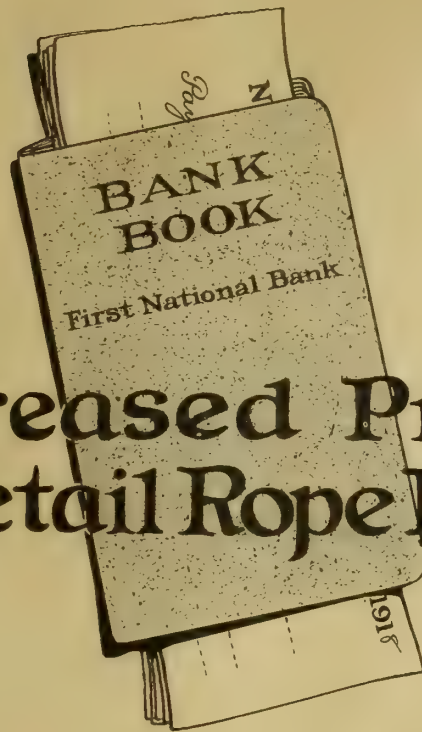
# United Engine Company

C. L. SPRINKLE, Pres.

Lansing, Michigan—Independence, Iowa  
Kansas City, Mo.—Albany, N.Y.—Minneapolis, Minn.







## Increased Profits to Retail Rope Dealers

**T**HAT is what thousands of retail merchants throughout the country are realizing through the use of the Plymouth Plan of selling rope by the foot. They make more money on their rope and their customers are better satisfied. A combination of results that no merchant can afford to overlook.

### PLYMOUTH MANILA ROPE

is good rope. There is no better rope made. It is 100 per cent high grade Manila. Strong, durable and flexible. It gives long service. It gives satisfactory service. It makes your customers ask for "more rope the same as I bought here before." If you sell your customer good rope he'll take a chance on your other goods being of the same quality.



**PLYMOUTH CORDAGE COMPANY**

NORTH PLYMOUTH, MASS.

WELLAND, CANADA







## Corn Is Out of Danger

Will Make a Good Showing in Most Sections of the State.

Des Moines, Ia., Sept. 6.—Some of Iowa's corn crop is now out of all danger from frost and most of it is nearly so. There has been some serious loss in the corn crop in the southwestern counties, however. Rains came too late to save the corn from damage, although they did revive it to a great extent. Elsewhere the crop is in wonderful condition and great yields are predicted. The corn is especially fine in the northern and eastern counties. It is in those sections, too, that it is out of danger from damage by frost. After a successful year for winter wheat the state is now in a receptive mood for the campaign, now in progress, to raise an even greater acreage for next year. Success is attending efforts along this line and prospects indicate a record-breaking wheat acreage for the state in 1919.

Farm tractors are daily becoming more numerous throughout the state and many of them are already busy at fall plowing in the south and central counties. Threshing operations have been resumed in the north and east counties of the state following a fortnight of rainy

weather during which some grain was damaged by moulding and sprouting. The extent of this damage is not believed to be serious and the small grain yields in those sections are everywhere reported to be of exceptionally fine quality and large quantity. All pastures are thriving as the result of rains which have been copious and general.

Dealers are enjoying an especially heavy trade this fall in corn pickers in the north counties and in ensilage goods in the south counties where the farmers are going to save all of the corn crop they can by the silo route. This has made a big demand for silos and they are springing up by the hundreds in the southwest counties of the state. Dealers also are reporting a heavy fall demand for farm tractors and this demand is in all sections of the state.

## Good Exhibit at State Fair.

Farm silos and farm tractors were the two really big things of the big showing made by the farm machinery department of the Iowa State Fair which closed last week. The number of tractor manufacturers exhibiting was 28 and 22 of them demonstrated on a quarter section of ground adjacent to the fair grounds. The number of silo exhibits was thirty and all of them were fine. Interest in silos was the greatest ever exhibited at the Iowa fair. "Silo Boulevard" was one of the busiest spots on the fair grounds. One firm reported fifty good prospects and several actual sales in the first two days of the fair.

J. P. Mullan of Fonda, vice president of the State Fair Association, superin-

tendent of the department of farm machinery, and one of Iowa's leading dealers in farm implements, states that the Iowa fair had its greatest "outside" show of farm implements and machinery at the fair this year. He said the inside show of smaller lines was not quite up to that of former years, but the showing of specialty stuff such as farm power and lighting equipment was by far the greatest ever staged at the Iowa fair. Iowa dealers were here in strength on Monday of fair week which was Implement Dealers' Day. They had headquarters in Machinery Hall. Secretary Wherry of Hampton and other officers of the state association welcomed the dealers. They were given souvenir badges and honored by set pieces on the evening program of fireworks when the sturdy plow and other farm implements were displayed in flaming lights and colors.

## Harness Manufacturers Meet.

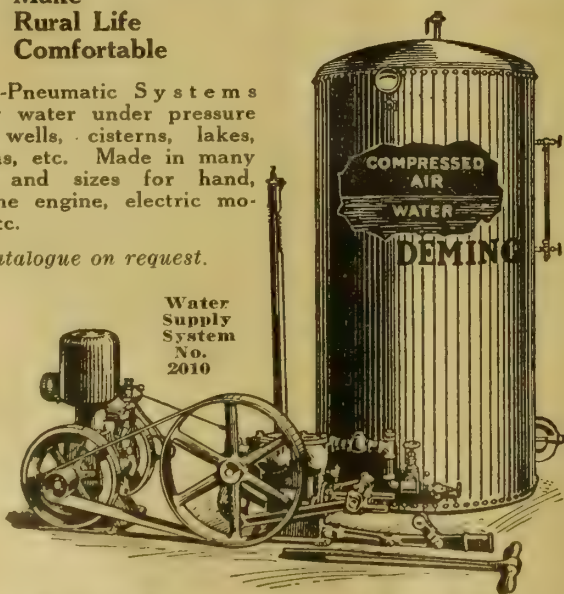
E. L. Richards of Sheldon, Ia., was named as president of the National Harness Manufacturers' Association and its recent annual convention in this city. This is the fourth consecutive year that this honor has come to Iowa. Other officers elected are: vice president, Edwin Krallman of St. Louis; secretary, G. M. Scherz of Cincinnati, who was reelected for the nineteenth successive time; treasurer, William Wackerie of Louisville, who succeeds D. A. Hopkins of Grinnell, Ia. Mr. Hopkins had held the office for many years and was named an honorary officer of the association. The association will meet next year in Cincinnati.

## DEMING WATER SYSTEMS

Make  
Rural Life  
Comfortable

Hydro-Pneumatic Systems supply water under pressure from wells, cisterns, lakes, streams, etc. Made in many types and sizes for hand, gasoline engine, electric motor, etc.

Catalogue on request.



**THE DEMING COMPANY**  
Hand and Power Pumps for All Uses  
SALEM, OHIO

GENERAL DISTRIBUTORS:

Chicago, Henlon & Hubbell; Pittsburgh, Harris Pump & Supply Co.; Denver, Hendrie & Bothoff Mfg. & Supply Co.; Kansas City, English Tool & Supply Co.; New York, Ralph B. Carter Co.; Buffalo, Root, Neal & Co.; Philadelphia, W. P. Dallett Co.; Boston, Chas. J. Jager Co. Other Agencies in Principal Cities.



You will eventually  
support the one house  
that does business in  
the right way.

**WHY NOT TAKE  
ADVANTAGE OF OUR  
SERVICE NOW?**

**We are Equipped to Satisfy  
your most Exacting  
Requirements**

THE  
**FAETH IRON CO.**  
KANSAS CITY, MO.

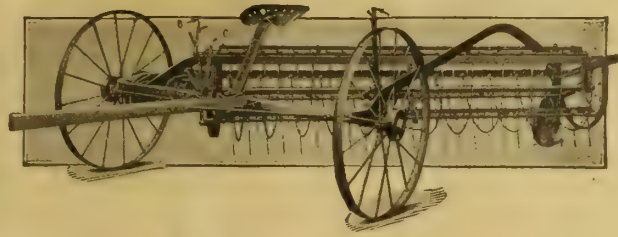




# Popular Hay Tools

For Your Next-Season Line

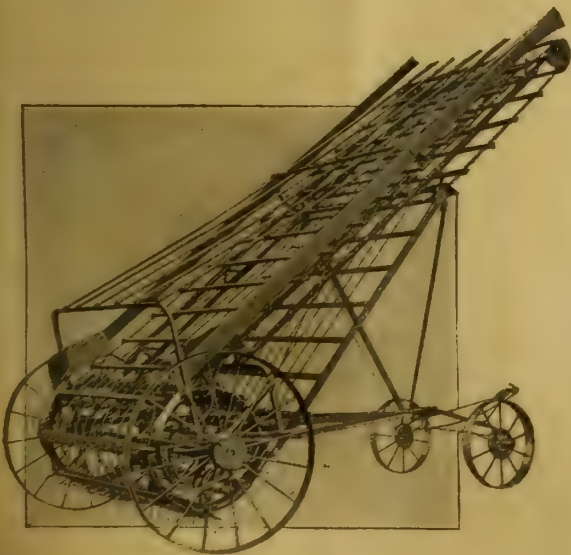
# International — Keystone



**T**HE new **International** and **Keystone Combined Side-Delivery Rakes** and **Tedders** were used by many hay growers this past hay season and they attracted the favorable attention of a good many more. These tools are rake-and-tedder. They rake clean, ted thoroughly, and handle the hay gently. They are left-hand delivery, which means they can follow the mower closely and strike the heads first (not the stems), getting the hay clean, and piling two swaths at once on the clean stubble (not on an unraked swath). They have many adjustments to meet every condition of hay and ground—instantly adjusted for rake or tedder.

**International** and **Keystone Windrow Loaders** are of simplest, most lasting construction. Pulled easily by two horses, they load uniformly, leave the field clean, lift hay over ten feet, do not thresh off leaves and blossoms, are sold with or without fore-carriage and are released easily from top of load.

Sizes and types in which these hay tools are made, and the special equipment available, give you the right tools for the right man in each case. The lines include also tedders, rake loaders, sweep rakes, stackers, and combined sweep rakes and stackers.



**International** and **Keystone Combined Side-Delivery Rakes** and **Tedders**, and **Windrow Loaders** should be part of your next-season line. With our thorough selling plan to help you, these hay tools will stand high among your business-getters. See the blockman early, or, better still, drop us a line now.

**International Harvester Company of America**

(Incorporated)

Chicago

U S A





## Grain Is Moving Freely

### Proves the Efforts of the Railway Administration Successful.

Minneapolis, Minn., Sept. 5.—Bad weather during the last week has continued to hinder the completion of threshing, but excellent progress had been made up to two weeks ago, and a great deal of grain is already coming to the Minneapolis terminals. This is much earlier than common, and indicates that the good work of the Railway Administration in providing cars early was successful.

With the grain moving so early and so freely, there is every reason to hope for a better than average fall business in implements. Of course collections are the first thing to be considered. With the grain moving early, the collections will soon be starting. Prospects are for much better collections than average. Even western Dakotas and eastern Montana promise better than seemed likely a month ago. While they will not have good crops, they are getting something which at the prices ruling, will bring them in considerable money.

The rains have held back the early fall plowing which had made such good progress in some sections, but a good start has been made, and with even fair

weather from this time on there will be a fine start. The early demand for plows indicates this. Tractor plows and tractor outfits continue to be in demand. Grain elevators are in good request. Potato diggers are also in good demand.

### More Complaints About Shipment.

The early workings of the sailing day plan have not been wholly satisfactory. Some complaint is made that holding shipments for two days under this every-other-day arrangement has resulted in the accumulation of more goods of less than carlot quantity than can be handled, leaving some to wait over for the next sailing day, two days later. As the holding up of one day is not satisfactory, a delay of two extra days is very objectionable, and will result in much complaint. It is quite likely that the working of the plan will be developed to overcome such situations as this. Should there be any continuance of this for a length of time, it will probably result in returning to daily shipments of less than carlot loads for there will be nothing gained in allowing goods to accumulate in this manner.

### Campaign to Save Seed Corn.

The farm bureaus of Minnesota are working hard to prevent a repetition of the experience on seed corn. To that end, they are urging through every avenue the saving of sufficient seed corn to cover two crops. A drive is to be put on during seed corn period, Sept. 10 to 20, to lay by 1,000,000 bushels of superior corn for seed. The agricultural extension division of the University of Minnesota has written upon the subject to farmers, clubs, editors, bankers and community organizations generally.

### No Demonstrations at State Fair.

As a conservation move, there will be no field demonstrations of tractors at the Minnesota state fair this year. The scarcity of men, the need of conserving gasoline and other factors all tend to make this a very desirable step. The big state fair will be a very attractive proposition, and promises to draw good crowds despite the hindrances of war time.

The P. & O. Plow Co. travelers, were all in the house during the past week for a schooling. The Minnesota men remained for the state fair.

Articles of incorporation have been filed for the Midget Tractor Co., of Minneapolis, with a capital stock of \$300,000. Incorporators are George E. Luce, E. I. Enochs and Daniel F. Foley, all of Minneapolis.

J. H. Healow, who has been on the road in the territory out of Bismarck, N. D., for the Dempster Mfg. Co., has gone to the Parlin & Orendorff Plow Co., for which he will cover the same territory.

Announcement has been made of the wedding in New York of Lieut. Ronald J. Fairfield and Miss Vee Thielk of that city. Lieut. Fairfield is a son of E. Fairfield of Lindsay Bros. Co., and was formerly in charge of the commercial body department of that firm.

W. H. Schmelzel, distributing agent on St. Paul for the Ford company of Detroit, predicts that the coming year will see 10,000 farm tractors sold and distributed through St. Paul. He states that during the past three months there have been 1,000 tractors shipped from St. Paul.

**United Dealers Always Make the Most Money**

## Sell United Saw Frames Now!

Serve Uncle Sam and serve yourself. Everywhere United Saw Frames will be sawing wood—the necessary substitute for coal.



No. 24 With Tilting Table and Pole Extension.

United Saw Frames have rigid, mortised joints. Note the extra heavy fly wheel that balances the saw. Extra large well babitted bearings. Perfectly aligned boxes. Built in six styles.

We also make Saw Mandrel Sets and Saw Blades in all sizes.

THESE GUARANTEED SAW EQUIPMENTS ARE QUICK SELLERS—CARRY BIG PROFITS.

Write or wire for the United "Money-Maker" price list.

**United Engine Company**  
C. L. SPRINKLE, Pres. Lansing, Mich. — Independence, Iowa  
Kansas City, Mo. — Albany, N.Y. — Minneapolis, Minn.  
**AMERICA'S GREATEST VALUE!**

## For More Than 50 Years

the dependable pumping service provided by Star Windmills has been an important factor in dairying, stock raising and farming. Once installed, but a minimum of expense and attention required

# STAR

that the Star may give the efficient, economical service demanded of a good windmill. A dash of oil but once a year insures ample lubrication.

### DEALERS

The Agency for STAR Windmills offers you opportunity for more sales with less effort, plus the margin of profit so essential for a successful business. Write today for complete information.

## Flint & Walling Mfg. Co.

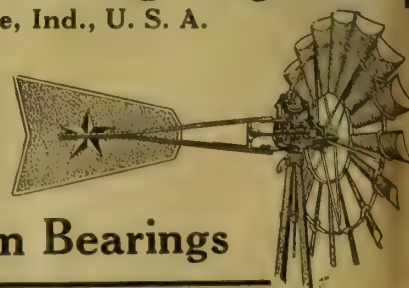
Kendallville, Ind., U. S. A.

Model 12

**STAR**

Equipped with

**No-Oil-Em Bearings**





# LICKING THE HUNS

To help lick the Huns, we have been rationed on steel and iron the same as our families have been rationed on sugar, and we have also been instructed to cut out certain types of

*Quicker Yet*  
WASHES CLEAN

## Hand, Engine and Electric Power Washers

We're not kicking. Two of the most important changes in our line for the duration of the War or until further notice are:

All Quicker Yet Vacuum machines discontinued.

All Quicker Yet Washers heretofore furnished with steel frames are now made with wood frames only.

These changes effect a BIG saving in iron and steel and offset the curtailment in our supply so that

## WE CAN TAKE CARE OF YOU

And at the same time, we are co-operating with the Government in both the letter and the spirit of our pledge. The Quicker Yet wood frame machines are really superior to the steel frame machine in strength, durability and appearance. In fact, the substitute in this case as in many others is better than the original.

The Quicker Yet Double Tub Power Washer has any position swinging wringer—strong, neatly designed wood frame that is bolted together. Locking tub lid starts washing mechanism unlocking tub lid stops it. All parts can be run in conjunction or separately.



As a War Measure  
Made in Wood Frame  
Instead of Steel

## Washing Machines a Necessity

And are so classed by the War Industries Board because they are a labor saving device. Quicker Yet Washers lessen the demand for domestics, releasing them for more important work. They save time for the housewife, which can be given over to War Work. They save doctor bills, which saving helps buy War Savings Stamps. They help make the home happy and do away with drudgery, which makes for a better race. Indirectly, besides the menial task of washing dirty clothes, they do lots of good. Let us tell you more about them.

**GLOBE MFG. CO., PERRY, IOWA**



## AMONG THE DEALERS

### Iowa.

Creston.—Robert Harshaw, implement dealer, purchased the repair shop of O. J. Gallagy.

Durant.—Wm. Broders and H. H. Shafer have stocked the large stucco building recently completed on Main St. with a complete line of farm machinery and implements.

Le Mars.—Hamm, Miller & Kuehn have engaged in the implement and hardware business.

Walker.—J. H. Grieger Hardware Co.

### Wichita Supply Co.

BELTING, PACKING, WIRE  
CABLE, THRESHER SUPPLIES

Phone M. 537 Wichita, Kas.



### Watkins Grain Grader

Cleans and Grades  
all kinds of Grain and  
Seeds. Separates Mixed  
Grains. Takes out  
Dockage. No other  
machine like it.

Large Capacity

Indorsed by Elevator Men, Government Grain  
Inspectors and every farmer who owns one.

Made in Two Sizes  
Dealers Write for Exclusive Agency

Watkins Mfg. Co. 242 South Wichita St.  
WICHITA, KANS.

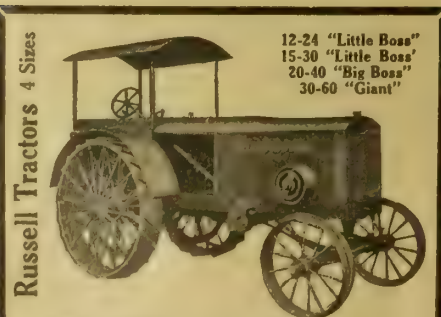
## BULLER-COUPLER



A perfect, automatic hitch for  
Tractors, Trucks, Automobiles,  
Threshers. Can be easily attached  
to any tractor, truck or trailer.

A STANDARD EQUIPMENT.

BULLER COUPLER COMPANY  
Hillsboro, Kansas



Russell "Little Boss" Tractor

Russell Threshers and Steam Traction Engines.  
Ask about Russell "Junior" Thresher for small  
tractor users. Dealers Wanted.

Geo. O. Richardson Machinery Co.  
227 So. Wichita St., Wichita Kans.  
(Home Office: St. Joseph, Mo.)

is successor to E. D. Bare Hardware Co. Catalogs requested on gasoline engines and washing machines.

Corwith.—F. L. Applegate is successor to J. J. Page. Catalogs requested on gasoline engines, cream separators and washing machines.

Hartley.—G. E. Hiner is successor to E. B. Messrs & Son. Catalogs requested on heavy farm implements, gasoline engines, cream separators and washing machines.

### Kansas.

Sylvan Grove.—H. J. Harwi, implement and hardware dealer, is successor to W. C. Saenger.

Kinsley.—Goldschmidt and Son request catalogs on heavy farm implements, gasoline engines and washing machines.

### Minnesota.

Hastings.—Michael Raway has purchased the implement business of T. J. Brady.

Foley.—Foley Hardware Co. purchased a new store building. Catalogs requested on gasoline engines and cream separators.

### Missouri.

Burlington Junction.—Corken & Yaple have moved their implement and hardware business to a new location.

Conway.—J. W. McMenus purchased the hardware business of Manning Bros. Catalogs requested on farm machinery and vehicles.

### Nebraska.

Chadron.—C. E. Chamberlain purchased the implement business of Schwabe Bros.

### Oklahoma.

Okmulgee.—Parkinson Trent Mercantile Co. has engaged in the implement and hardware business and is erecting a two-story building 60x100 ft. at a cost of \$25,000.

Wapanucka.—S. O. Youngblood has engaged in the implement and hardware business under the name of The Arcade. Catalogs requested.

Pleasant Valley.—W. H. Coyle & Co. has succeeded Winters & Son in the hardware business and added implements and furniture to the stock. Catalogs requested.

Sasakwa.—Sasakwa Hardware Co. requests catalogs on gasoline engines.

## HOUSE LITERATURE

### Tells Advantages of Pump Engine.

The reasons why a farmer finds a farm pump engine of immense advantage are forcibly presented in Catalog No. 17A of the Fuller and Johnson farm pump engine, just published by the Fuller and Johnson Mfg. Co., Madison, Wis. Snappy, readable stories illustrated with plenty of cuts show how the engine saves the farmer much back-breaking labor at the old-fashioned kind of pump, saves him exposure in bad weather, comes to the rescue when there is no wind to operate the windmill, is invaluable in case of fire, etc. Complete specifications of the Fuller and Johnson engine are given.

### Send Out Three Catalogs.

The Carr Mfg. Co., Kansas City, Mo., is sending out to the trade three useful booklets, catalogs of the Diamond, Ney, and New Acme haying tools. Each book contains complete information on all the tools in that particular line, is amply illustrated with cuts and has articles of valuable information to the dealer and farmer.

### The Aluminum Castings Co. Catalog.

The Aluminum Castings Co., Cleveland, O., has just issued one of the most attractive pieces of house literature forwarded to the manufacturers for some time. The pamphlet takes the form of a business conversation on the value of the use of Lynite and Lynux products, bronze and brass parts, which the company manufactures.

Dreamy—Her face is queenly and her mouth is the mouth of a princess.

Hard Facts—Yes, even her teeth are crowned.—Judge.

## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze.



The oil supply is renewed once a year.

Double Gears are used, each carrying half the load.

War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing.

We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws.

Write AERMOTOR CO., 2500 Twelfth St., Chicago

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A DISTILLATE oil (non-inflammable and inodorous) which has the unique property of loosening metal joints that have become rustfast, heatbound or "frozen."

Bolts, nuts, pins, thumb-screws, spring-clips, knuckles, shaft-bearings and turn-buckles are readily released following the application of a few drops of RUSTICENE from an oiling can.

It is entirely free from acids or alkali, and will not injure metal, rubber, wood or fabrics, while it dissolves rust, verdigris, red or white lead, ammonia scale, paint, tar or grease.

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THIS IS THE BIGGEST OPPORTUNITY FOR RETAIL DEALERS TO MAKE QUICK, CLEAN PROFITS. Rusticene enables farmers to keep implements and tractors in good condition without "expert" help.

Gramoline Co., Ltd.,  
11 So. LaSalle St., Chicago

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The Lewis Steel Products Company

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TOLEDO OHIO



## ANSWERS

### This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### Nos. 584 and 585 for Drill.

ROSENBERGER HARDWARE CO., Lexington, Neb.: No. 584 is disk bearing and 585 is disk hub on the Sucker State drill. This drill is manufactured by the Hayes Pump & Planter Co., Galva, Ill. Repairs can be secured from the Hayes Pump & Planter Co., Omaha, Neb.

### D133 for Disk Harrow.

B. F. AVERY & SONS PLOW CO., Oklahoma City, Okla.: D133 is a spool on disk harrow made by the Ohio Cultivator Co., Bellevue, O., and repairs can be secured from Rhodes Implement Co., Kansas City, Mo.



**WAGON SUN SHADES**  
Should be on every wagon  
Ours is The Heaviest and  
Strongest One Made  
Ask for Catalog No. 22  
**BAYLES VEHICLE TOP  
AND  
TRIMMING CO.**  
Kansas City, Missouri



### "The Chain of Double Life" Union Steel Rivetless Chains

The **TROUBLE-PROOF** and **DURABLE** Tractor Chains with the large **CASE HARDENED** Steel Bearings.

Roller Chains, Bushing Chains, Plain Cast, Chilled Rim or Cut-Tooth Sprockets. Prompt deliveries.

**The Union Chain & Mfg. Co.**  
SEVILLE, OHIO

## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—  
There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within safe, easy, quick reach of clerks and stock-keepers—it saves unlimited time and gives your customers better service.  
Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.  
Colored Circular and prices on request.  
**F.E. MYERS & BRO.**  
ASHLAND OHIO.

### S-348 for Sulky Plow.

GRAHAM-STRINGFELLOW IMPLEMENT CO., St. Joseph, Mo.: S348 is the right hand pressure arm on Kingman sulky plow. Repairs can be obtained from Martin & Kennedy, Kansas City, Mo.

### X718 and X719 for Drill.

F. L. HUMPAL, David City, Neb.: X718 is the left hand disk hoe and X719 is the right hand disk hoe on a Plymouth drill. Repairs can be obtained from the Fetzer Company, Springfield, Ill.

### Burr for Smith Wagon.

SCHMIDT, HETTMAN & DERMAN CO., Anamoose, N. D.: Burr for a Smith wagon can be obtained from the Pekin Wagon Co., Pekin, Ill.

### B-1 and B-2 for Harrow.

C. E. BARTLETT, Cameron, Wis.: B-1 is the top clamp for tooth and B-2 is the bottom clamp for tooth for harrow made by the Ohio Rake Co., Dayton, O. Repairs can be secured from the Badger Storage Co., Milwaukee, Wis.

### Nos. 579 and 578 for Mill.

J. B. STEICHEN, Tipton, Kan.: No. 579 is the main pinion and 578 is the main gear for mill made by the Challenge Co., Batavia, Ill. Repairs can be obtained from the Challenge Co., Kansas City, Mo.

### Repairs for Jones Mower.

WADE BRANCH HARDWARE CO., Prague, Okla.: Repairs for the Jones mower can be secured from the International Harvester Co., Oklahoma City, Okla.

### E202P and E201P for Engine.

OEHLER BROS., Fredericksburg, Tex.: Engine with cylinder with hopper E202-P and base 201-P is handled by the Ottumwa-Moline Engine & Pump Co., Ottumwa, Ia., and repairs can be secured from them.

### Sweet Potato Diggers.

BUCKLES BROS., Independence, Kan.: We know of no one at Topeka, Kan., who manufactures sweet potato diggers, but can give you the name of two such firms elsewhere—the Hoover Mfg. Co., Avery, O., and Standard Garden Tool Co., Melrose, Ia.

### Ronning Ensilage Harvester.

D. STEELE, Warrensburg, Mo.: The U. S. Ensilage Harvester Co. makes the Ronning ensilage harvester.

### Repairs for Triumph Wheat Drill.

ED HOCKADAY & COMPANY, Custer City, Okla.: Repairs for the Triumph wheat drill cannot be secured at this time as all patterns were destroyed when this firm went out of business.

### Self Oiling Bearings.

C. H. COONROD & SON, Mahaska, Kan.: If you will write the Great Western Mfg. Co., Kansas City, Mo., or Leavenworth, Kan., stating just what you want in self-oiling bearings, they probably can supply them.

### WHO KNOWS ABOUT THESE?

THE GLIDDEN FARMERS ELEVATOR CO., Glidden, Ia., desire to secure repairs for N53 and N54 for lifting jack on Bradley Giant grain elevator.

FRANK CAHA, Hemingford, Neb., is very desirous of learning where he can secure a casting PR17 trip on a four-wheel push hay sweep.

W. E. TOLER, Pawnee, Okla., wants to know where he can secure repairs for one M107 cap and box for wheels for plow.

WRIGHT BROS., Stockton, Kan., desires to secure repairs for four-horse road grader, the lever ratchets of which are numbered S-20 and S-21.

ED THOMAS HRUBESKY of Schuyler, Neb., desires to locate No. A11 and No. A13 for rotary knife harrow for gang plow.

F. L. HUMPAL of David City, Neb., wants to secure a repair No. S374 boxing for wheel for a plow.

THE VINITA PLOW & BUGGY CO., Vinita, Okla., desires to secure the name of a firm making a riding plow using No. 2-16 share, also a 16 share N-C-4.

R. R. SMITH & Co., Gibbon, Okla., wants to secure repairs L305 for a 14-16" disk harrow having one gang casting. The L305 is left hand casting.

**ASBESTOS  
BRAKE  
LINING**

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.

We can make any width up to 6 ins.

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We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding. Estimates cheerfully furnished on your requirements

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**Hayes CENTER-DRIVE  
PUMP JACK No 2**

Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the

5, 7 and 9-in. Stroke  
Back Geared  
5 to 1  
cheapest jack—special features unequalled at any price the one compelling pump jack value.

You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

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GENUINE

**DECALCOMANIA**

**QUICK SERVICE**  
"AMERICAN MADE"



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## Higher Up.

"Why are you leaving us, Bridget? Something private?"  
 "No, mum—sergeant."—The Lamb.

## Artistic Temperament.

Her Husband—Seats in the stock exchange cost thousands of dollars.  
 Prima Donna—My! but I'd like to sing in that house.—Boston Transcript.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—One New Mogul 10-20 Tractor and 3-Bottom Oliver Plow. G. L. Bennett and Son, Green Ridge, Mo. 8-24-3t

**For Sale**—A clean stock of farm implements and harness business. Must be sold in clearing up an estate. Quick action required. Stock will invoice at about \$6,500.00. Address H. S., Implement & Tractor Trade Journal. 8-31-3t

**For Sale**—One 10-20 Mogul Tractor with lugs, steering device and friction clutch pulley. One 3-14-in. bottom Moline Power Lift tractor gang. Brand new at \$1050.00. F. O. B. Everly, Iowa. We are both in the draft. HOPER & KETELSEN, Everly, Iowa. 8-31-3t

**For Sale**—Clean stock of hardware, implements and harness; town of four hundred in excellent Kansas farming community; operation of the U. S. Selective Draft only reason for selling. Address O. H., care Implement & Tractor Trade Journal. 8-31-3t

**For Sale**—Mailing list of about 500 farm truck and tractor prospects living in Nebraska, Colorado and Wyoming. Those are prospects I have seen within the last four months while canvassing for farm machinery. Address Box 413, Sterling, Colorado. 8-31-3t

**For Sale**—One 6-hole Sandwich Sheller, mounted with 21-foot extension feeder, run three seasons. One Heider tractor out about 7 years but in good condition. One 8-foot endless belt. Will take \$500.00 for a quick sale. We are both in the draft. HOPER & KETELSEN, Everly, Iowa. 8-31-3t

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. 8-31-3t

**Must Sacrifice Good Implement Business**—Through the operation of the selective service, I am called to the colors, and must sell a fine and growing hardware and implement business located in a large trading territory. The stock will invoice about \$25,000. This is an exceptional opportunity to take over a strong going business with a future. Address inquiries without delay to 108, Implement & Tractor Trade Journal. 8-31-3t

## POSITIONS WANTED.

**Wanted**—By a hardware and implement salesman and bookkeeper position in retail store. Address 325 North Tucker, Nevada, Mo. 8-31-3t

**Position Wanted**—By an executive of ability and experience. 20 years as sales manager and manager of credits and collections in one of the largest implement houses. Address 112, care Implement & Tractor Trade Journal. 8-31-3t

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on

## EVEN A BULL CAN'T COW US



Bull: "It's perfectly awful how the spirit of militarism has taken possession of this country."—Life.

tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. 8-31-3t

I would like to hear from Manufacturers or Jobbers desiring an experienced and efficient salesman who can sell any general line connected with Implement Accessory to Automobile trade. Reliable references. Address Personal, 312 Ogden Street, Denver, Colorado. 8-31-3t

**Position Wanted**—Experienced Sales Manager for small Manufacturer desires a change. Many years' experience with Tractors and Power Machinery. Have broad acquaintance with Jobbing Trade throughout Central, Western, Southern and Southeastern States. Take a delight in introducing and promoting sales of new machines with merit. Correct habits. Good references. Address B. A. T., care Implement & Tractor Trade Journal, Kansas City, Missouri. 8-31-3t

**Wanted**—Position with Implement and Hardware Concern; 7 years practical experience; can handle any part of the business; am expert repair man in any of the lines handled in hardware and implements, such as cream separators, gas engines, tractors, pumps and windmills. Can also do some tin work. Will guarantee to deliver the goods. Am strictly temperate; 27 years of age; married; with family; in Class 4. Can read and write the Scandinavian language. Address F. J. N., care the Implement & Tractor Trade Journal. 8-31-3t

## HELP WANTED.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia. 8-31-3t

**Wanted**—Competent bookkeeper by full line implement house; one capable of analyzing accounts and settlements. Make application by letter, stating age, experience and salary. Address 115, Implement & Tractor Trade Journal. 8-31-3t

**Wanted**—By an Iowa jobber, an experienced shipping clerk who is capable of taking entire charge of shipping department, including stock record keeping, of a general line of agricultural implements, repairs and supplies. Address Iowa, care Implement & Tractor Trade Journal. 8-31-3t

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. 8-31-3t

**Wanted**—Complete files of Implement & Tractor Trade Journal for the years 1913, 1914, 1915, 1916 and 1917. Reasonable price will be paid for complete files for any one or all of these parts. Address C. J., care of the Implement & Tractor Trade Journal. 8-24-6t

**Wanted**—First class retail salesman with ability to manage business. Interest in business if desired and if right man. Will pay good money but must be high class man or no use in writing. Give full particulars in first letter. Address F. V., Implement & Tractor Trade Journal. 8-31-2t

**Wanted**—Cream Separator Salesmen for all territory; good men who know the trade and can get the business with a well known, well advertised line that is being sold with great satisfaction by the very best dealers in all of the U. S. and Canada. Steady position with good salary and bonus. Give full particulars in first

## Handing Down Pa's Teeth

"My father's got a new set of teeth."  
 "What's to become of the old ones?"  
 "Oh, I guess they'll cut 'em down for me."—New York Evening World.

## An Important Place.

Teacher (to little boy in geography class)—Name a town in France.  
 Student—Somewhere.—Boys' Life.

letter or come and see us. SWEDISH SEPARATOR COMPANY, 515 So. Wells St., Chicago, Ill. 7-20-EOW-12-1

**Wanted**—At once, salesman to sell Quicker Yet Hand and Electric Power Washers—both dolly and vacuum types. Territory open in Illinois, Iowa and Indiana. Applicants must have had previous road experience or have had experience in the retail hardware or implement business. Commission proposition with an expense advance and drawing account. Our salesmen are earning from \$100 to \$300 a month over expenses. No side-line salesmen need apply. We sell to the trade only. Give age, references and connection for past ten years in first letter. Globe Mfg. Co., Perry, Iowa. 8-24-3t

## MISCELLANEOUS.

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota. 9-7-2t

**For Sale**—One Moline, one Two-Bottom Engine Gang and one Jenkins Automatic Stacker, both in first class condition. Will sell cheap. Address J. C. Adams, Lyndon, Kansas. 9-7-1t

**High Grade Salesman**—With Implement selling experience. Must know Missouri Implement Dealers. Proven sales record required. Must possess liberal supply corpuses of achievement. Outline the territory you are familiar with. Attractive proposition. Confidential. CUSHMAN MOTOR WORKS, Lincoln, Nebraska. 9-7-2t

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. 8-31-3t

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. 8-31-3t

**For Sale**—18-D Appleton silo filler; three 14-inch 3-bottom La Crosse tractor plows; one 5-bottom Oliver tractor plow; one 12-inch Rowell cutter; six single fan endgate feeders; one 30-60 Big Four tractor. Priced right for immediate sale. Green Bros., Lawrence, Kan.



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R. R. Ring, Mgr.

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Frank M. Dampman, Mgr.

OMAHA

KANSAS CITY

MINNEAPOLIS

## More Money Out of the Soil

**Y**ESTERDAY I sat in the office of the manager for a large implement distributing company discussing the fertilizer drill situation. For the past week many of the distributors have been refusing orders for fertilizer drills, refusing them because it would be impossible to fill them.

There have been unprecedented demands for drills this season and there

By Martin Platt

a war and all of these campaigns to show the farmers these facts?" he continued. He reached for a pencil and a piece of paper and began to make figures and comparisons.

"A fertilizer drill costs little more than an ordinary drill. The expenditure comes in the purchase of the

received if he had not used fertilizer. It is \$16 that he should have from that acre, but \$16 that he does not get unless he goes after it in the right way.

"Figure out the additional profit on the entire average wheat field and it will be found to be a sum that cannot be overlooked. There is no way that the \$4 an acre investment can be lost, which is an additional argument in its favor. If a drouth ruins the crop one



MANURE SPREAD EVENLY ENRICHES THE SOIL AND PREVENTS THE ESCAPE OF MOISTURE AND GROWTH OF WEEDS

had been orders for the seven-inch drills instead of the usual eight-inch drills and when the supply of seven-inch drills was exhausted the dealers ordered six-inch drills in preference to the eight-inch. But it was the demand for fertilizer drills that was creating the greatest amount of comment.

"The campaigns for larger crops and increased acreage are assuredly having their effect on the country," the manager said, and then added, "and it may be that we did not really anticipate the response that would be made." There was an expression of regret in his voice.

"Why in the world has it taken

fertilizer," he said. "Fertilizer is selling at about \$2 a hundredweight and about 150 pounds should be placed on an acre of wheat land.

"We will say that the farmer spends \$4 to the acre for fertilizer. He is not out any more time by using the fertilizer and he does not require any more help. Where the land has actually needed enrichment it has been proven that fertilizer on the ground will increase the yield ten bushels of wheat to the acre.

"Ten additional bushels of wheat to the acre at \$2 a bushel, less the \$4 for fertilizer, gives the farmer \$16 from the acre that he would not have

year the fertility is there in the soil waiting to prove itself the next season.

"But this does not prove why we are not selling manure spreaders this season," he concluded. He could not find any solace in the fact that none of the houses were selling any spreaders. Why was there a shortage of spreader orders? There were some answers to be advanced of course. There were local conditions created by corn crop shortages, the increased wheat acreage and the large sale of stock.

None of those reasons, however, seemed to answer the question. It seems apparent that the farmers do not place the value of manure that



## THE STRAW SPREADER IS A MOST VALUABLE ADJUNCT



**A straw spreader—many companies are now making spreader attachments for this purpose—is an asset on any farm. The straw spreader enables the return to the soil of much valuable humus and plant food which would be lost if the straw was burned. If it is criminal to burn household furniture, why should a farmer be permitted to burn a big straw stack?**

they should. If they did, stock would be stabled under the proper conditions and the barnyard piles of manure would disappear. The ideal farm today has a spreader waiting where manure can be carried from the barn, placed in it and distributed when the box is full.

Spreaders sell to the farmers at from \$185 to \$200 and with some this includes a straw attachment; with others a straw attachment will cost about \$25 more. These prices allow the dealer about twenty percent. The construction of the spreaders on the market is such as to be regarded as most substantial and well worth the prices asked.

Ask almost any live-stock man why he keeps live stock and he will be pretty sure to give as one of his main reasons: "Live-stock keeps the soil rich." And, in almost any community the live-stock farms will sell for more than others because the fertility is unusually better maintained. This reasoning satisfied the live-stock man of the past, but the modern business stockman and dairyman is beginning to look more closely into the matter. He is asking: "Is there anything else that I can do to make my farm even more profitable?" That is the vital question.

It must be remembered that, unless grain is purchased, all of the feed first came from the soil of the farm. Even where grain is purchased, it seldom more than offsets the fertility removed through the sale of some

cash crop as wheat or timothy. Passing through the bodies of animals does not increase the amount of plant food one iota. In fact, a small part is removed by the animal to produce bone, flesh, wool or milk as the case may be. Moreover, even with the most careful methods of handling manure a considerable portion is lost through seepage and the setting free of ammonia.

The benefits of manure are due in large part to the humus which it supplies—humus which is teeming with bacteria. On this point, Prof. H. J. Wheeler says in his book, "Manures and Fertilizers": "Animal excrement can no longer be looked upon as a mere storehouse of plant food, but as a mass teeming with the most abundant life. Mixtures of litter and of solid and liquid excrement are exceedingly rich in living organisms."

Manure returns to the soil humus which increases its ability to hold water and living organisms which make the soil active in rendering plant food available. It also supplies considerable amounts of plant food. Science agrees with common sense practice in urging the importance of making the very best use of every forkful of manure.

"Stable manure," says A. R. Whitson of the Wisconsin Agricultural Extension Service, "is not well balanced as a plant food. It is relatively low in phosphorus and on farms on which much stock has been kept for some time it will be found that the use of

commercial fertilizer in addition to manure will produce marked benefit. It will cause the better filling of small grain and hasten the maturing of corn and grain."

Every live-stock man knows that a balanced feed is essential to the profitable feeding of animals. He knows, for instance, that hogs will make much better gains on a combination of properly balanced feeds than on straight corn. In just the same way, his crops will produce larger and better paying yields if fed with a ration of balanced plant food. In short, a commercial fertilizer rich in phosphorus will supplement barnyard manure so as to produce much heavier yields and bigger profits.

Poor worn-out farms near Eastern cities have been developed into profitable dairy farms through the use of commercial fertilizers. The land was broken up and planted the first year to potatoes, millet, soy beans, corn and a combination of oats and peas. These crops were all thoroughly fertilized with quickly available plant food. The potatoes brought in some ready money; the corn and fodder crops wintered the live-stock. The manure was returned to the soil to furnish humus for the next crop and was reinforced with commercial fertilizer. Year after year, the crops grew bigger and the soil more fertile. The live-stock carrying capacity of the land was increased many fold.

Before the great war, our exports of meat were steadily declining. Nearly all meat that could be produced was needed to feed the folks at home. But during the past two years, huge quantities of meat have been sent to our Allies. Since the herds and flocks of Europe have been all but ruined, the meat will be needed "over there" for years to come. To supply this demand and still feed the ever-increasing millions at home, more meat must be produced. Not only save barnyard manure, but also reinforce it with commercial fertilizer, especially rich in phosphorus.

It works out this way: Use more commercial fertilizer to grow larger and more profitable crops which will enable the keeping or raising more stock, which will give you more manure to use in growing more profitable and abundant farm crops for market. It is a spiral that makes a farm worth more and leads to steadily increasing profits.

LET'S see, it wasn't so many seasons ago that Prince Henry of Prussia visited around among us and received considerable of an ovation. Could he take a look at us now, he wouldn't recognize the old place.



# A New Factor Has Come in Transportation

## How the Motor Truck and Trailer Will Solve the Freight Problem

By L. E. McGlaughlin

Sales Manager, King Trailer Co., Ann Arbor, Mich.



**T**HE present transportation demands being made on the railroads—not only on account of the immense number of troops being moved, but the quantities of material and supplies which have to be carried over the railroads in connection with actual troop movements—form, it is well known, an unusual strain upon the ordinary transportation facilities of the Nation.

In addition to the troops and army supply overload on the railroads we have also the immense amount of war material and supplies which are being rushed to tidewater to make up shipments to the Allies. These conditions put the transportation of ordinary industrial products over the railroads in a very unsettled and unsatisfactory condition.

Freight rates have all been increased and there has been a very sharp advance in short haul charges in an effort on the part of the authorities to keep transportation of ordinary supplies down to the minimum.

Every war in the history of the world has brought about an upheaval of ordinary conditions, to meet which many devices and appliances have been developed and brought into general use in a manner which did not seem possible or practical in times of peace.

One of the after-advantages of war seems to be that it shakes men and things from the rut in which they had settled and brings new forces into play which always result advantageously to the nation as a whole.

### One Good Thing Caused by War.

The most important advantage we will gain from the chaotic conditions

THE NEW FREIGHT CAR—THE TRAILER—IS BECOMING A MORE AND MORE FAMILIAR SIGHT

of railroad transportation caused by the present war is the development to its full efficiency and general employment of the motor truck as a power unit for short hauls.

I speak of the motor truck as a power unit, advisedly. The motor truck on the short haul represents to this form of transportation just what a locomotive represents to the railroad. It is as fundamental as the force of gravity—as the axiom, "That it is easier to pull than to carry." Evidence is to be secured from sources farther back than the building of the Egyptian pyramids. The materials of which they are built were "trailed" rather than carried. The steam engine and its train, the tug boat and its barges, are modern examples of the trailer principles. And now the motor truck has shown itself successful and decidedly efficient as a tractor.

This all leads to the conclusion that to obtain the greatest benefit from the motor truck we must use it in connection with the trailer, as the trailer enables us to get maximum performance as a haulage proposition out of the motor truck. Investigation and actual

performance has proven that the average truck supplies drawbar pull sufficient to haul about three times as much as it can carry. Thus, a truck rated at one-ton carrying capacity will haul a semi- or pole-trailer with three times this load, or three tons. And the load on the trailer will be taken care of under practically all of the conditions under which the truck could carry one ton alone. The average two-ton truck with an appropriate trailer will handle a six-ton load under normal conditions, and a three-ton truck a nine-ton load.

Each type of trailer—two-wheel and four-wheel—has its definite uses and applications, but I believe the two-wheel trailer meets much the greater number of hauling conditions. It is handier, more compact, and the semi-trailer and truck combination is considered a single unit and in this direction fully complies with city, state and county ordinances. The semi-trailer does not require an extra man to handle it under any circumstances as it can be backed and turned very easily by the truck driver alone.

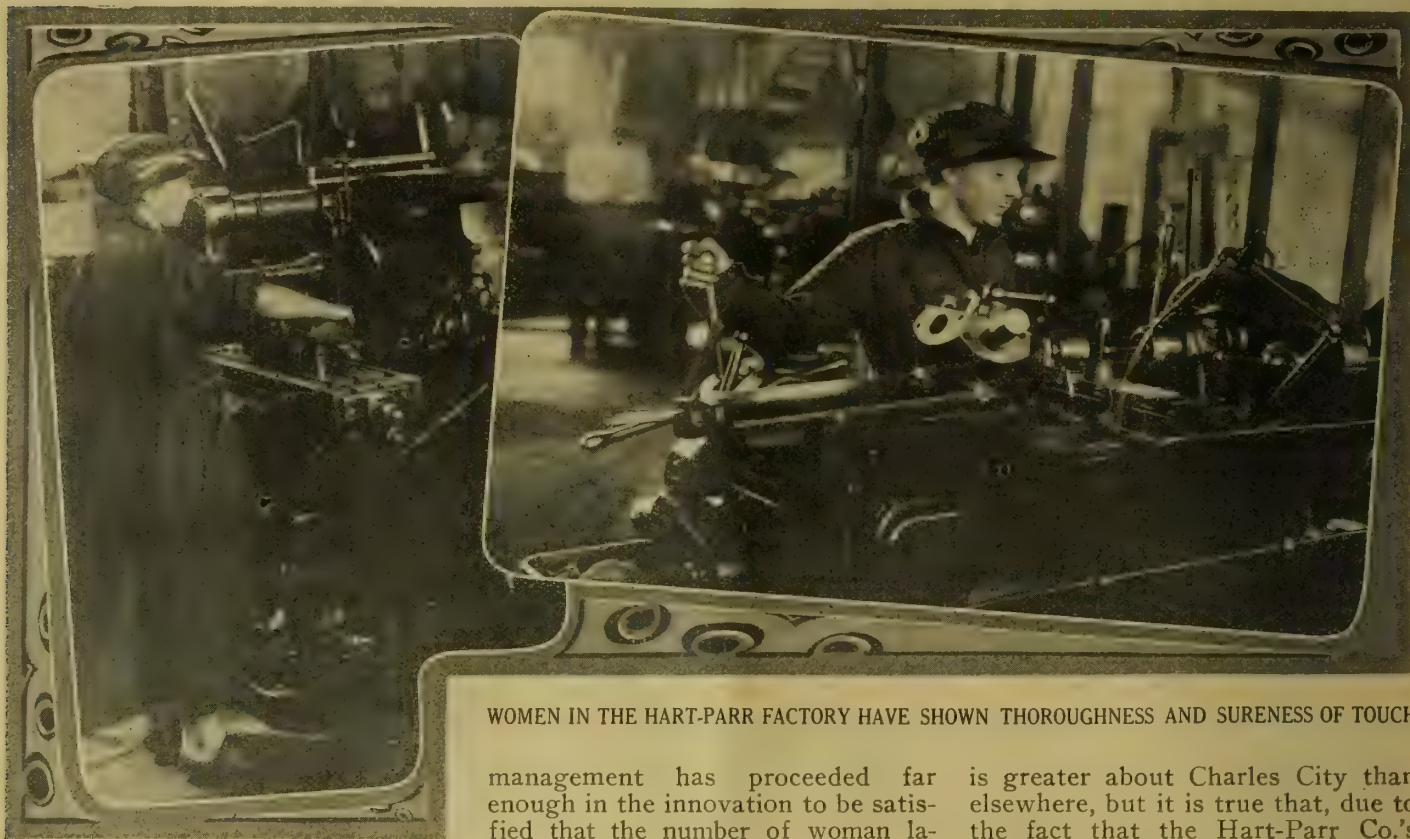
(Continued on page 28)



# The Woman Mechanic Has Proved a Success

By W. E. Dodge

Advertising Manager, Hart-Parr Co.



THEY OPERATE INTRICATE MACHINES

**A** BROAD women mechanics have been playing a most important part in the conduct of manufacturing plants since the outset of the war, in this country their need is just beginning to be felt. It is the purpose of this article to tell to what extent female labor is being used in the tractor factory of the Hart-Parr Co., in Charles City, Ia.

This new move was not undertaken without careful thought and study and not without some fear as to its successful operation. The

WOMEN IN THE HART-PARR FACTORY HAVE SHOWN THOROUGHNESS AND SURENESS OF TOUCH

management has proceeded far enough in the innovation to be satisfied that the number of woman laborers will be increased from time to time as conditions permit.

## Didn't Initiate It.

The Hart-Parr Co. does not claim to have initiated this move as an original one with it, for women laborers are being used rather extensively in many other lines of endeavor. However, the matter of employing successfully woman labor at such machines as are found in the Hart-Parr factory, is somewhat unusual, and is, therefore, attracting considerable merited attention.

It would perhaps not be true to state that the scarcity of man power

is greater about Charles City than elsewhere, but it is true that, due to the fact that the Hart-Parr Co.'s works is located in the midst of a vast agricultural country and the demand for man power is very great, the country has come in direct competition with the factory.

Due to the fact that the diversified labor on the farm does not so readily adapt itself to female labor, it has been hard to substitute man power for woman power there. In the factory, however, the work is specialized and the woman learns to perform her tasks on the drill press, hand screw machine, the lathe or in the operation of electric cranes and delivers as satisfactory service as the man she succeeded.



A GROUP OF THE FEMININE WORKERS NOW EMPLOYED IN THIS IOWA TRACTOR PLANT, FILLING THE PLACES OF MEN GONE TO WAR



### They Obey Orders.

The reports gathered thus far from the various foremen under whom these women are engaged are entirely satisfactory. They disclose that for punctuality, the general character of the finished product, and disposition to carefully obey all orders, they are equal, if not superior, to the men whom they succeeded.

In one part of the factory a young lady operates an electric crane. The management hesitated for some time in placing a woman in charge of such a powerful piece of machinery where careful judgment must be used in measuring distances and speed, with reference to the men engaged below, but much to our surprise the young lady was soon able to gauge both distance and speed and weight as accurately as any of her men predecessors. The matter of substituting women for the operation of the larger cranes on the assembly floors is now being considered.

In the matter of employing woman labor it has, of course, been necessary to observe the state laws governing their service in the matter of placing within easy reach a matron who gives careful supervision of their wants, and also the establishment of separate toilet facilities.

Taken by and large, the Hart-Parr Co. is very well pleased with the introduction of woman laborers into its works and, as conditions permit, the number will be increased from time to time.

### How a Dealer Records Repairs.

A system for keeping a check on repair orders, which constitute a problem with every implement dealer, has been devised by A. Schlatter of the New Glarus Hardware and Implement Co., New Glarus, Wis.

Whenever a repair order is made a complete record is made out on a repair sheet, which is divided in columns with the following headings: "Ordered by," "When," "Number of Part," "Make of Machine," "Ordered by (Mail) or (Phone)," "When Received," "Cost," "Delivered," "Paid or Charged," and "Remarks." With his book of record sheets before him the dealer can tell at a glance just how many repair orders he has on hand and identify each order and each part as it arrives.

Since December motor vehicles and other conveyances operated by benzine have practically disappeared from the thoroughfares and waterways of Holland, because of the strict limitations of the use of benzine.

## Girls Make Good at Men's Work



These Young Women Have Trained Their Tractors

ONE of the interesting features of the Chicago War Exposition, held recently at Grant Park, was the work of a group of farmerettes, members of the new "Woman's Land Army" that has been formed to help Uncle Sam in the task of food production.

The girls were from the Libertyville farm, where the Illinois division of the army is training women in agricultural work so that they will be able to take the places of the men called to war. They were Dora Anderson, Harriet Lyon, Margaret Saylor, and Marion Heanor.

When the four farmerettes arrived at Grant Park with the International 8-16 tractor which they have been running all summer at Libertyville and started in on the task of road-making and ground-leveling, interest in all other events in that immediate locality suddenly ceased. Everyone who was near hastened to the spot to see what the attractive young women in natty but practical overalls and jumpers were going to do with that huge, regular man's size machinery.

The curiosity of the spectators didn't bother the girls a bit. They went right ahead with their work, and at the close everyone who had witnessed the exhibition had to admit that the girls had proved themselves thoroughly capable of carrying on a man's work.

The young women piloted a tractor and road-grader, guiding, controlling and adjusting the powerful machine with as much ease as if they had been used to the work all their lives. They went about their task in a matter-of-fact and practical way, and convinced their audience that the "Woman's Land Army" is no mere fad or joke, but that the women in it are going into agricultural work in all seriousness and with a definite purpose.



It was not a "demonstration," but one of the preliminaries to the big Government show. The girls were giving their services to the Government, helping in the work of preparing the roads and grounds for the presence of the big throng of spectators. The performance was gone through quietly and unostentatiously, the girls arriving and going through their task unpretentiously and with attention centered solely on the work, and only the privileged few who happened to be on the scene were fortunate enough to witness it. It was designed to prove that the "Woman's Land Army" had actually entered on its practical program of carrying on men's tasks to help in the war.

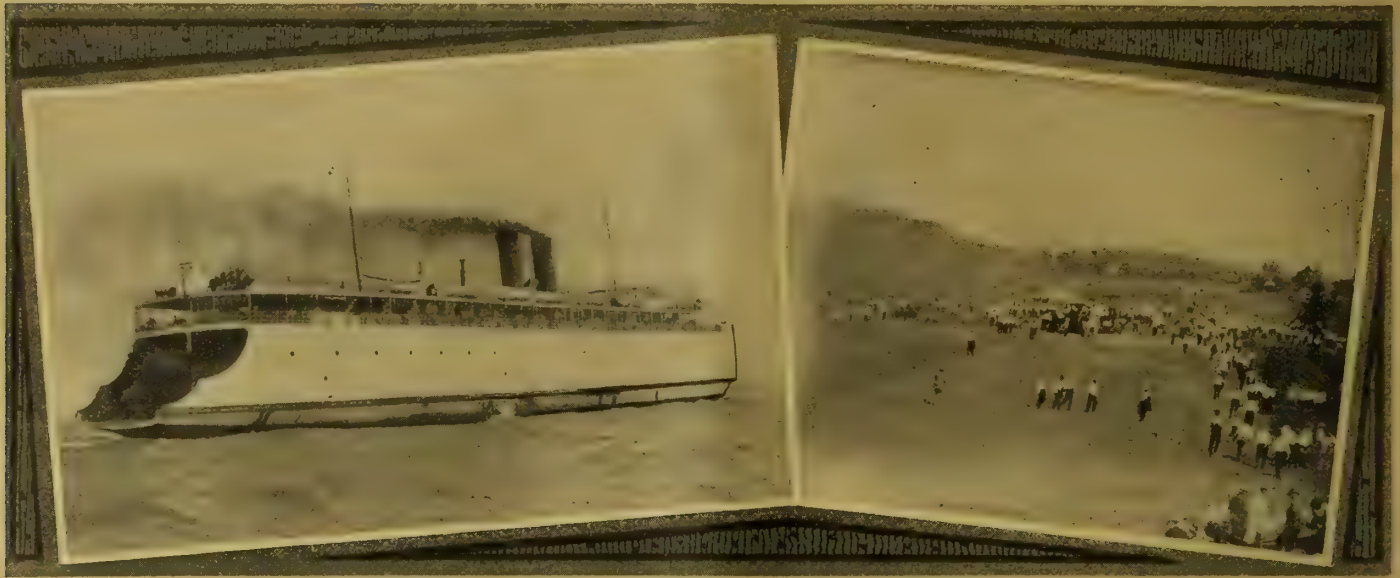
### Plenty of Bread in England.

America's self denial in saving wheat has enabled Great Britain to escape the necessity of rationing bread. With higher extraction in milling and through the addition of substitutes, the British have been able to extend the bread value of the wheat which America has sent.

As a result, the U. S. Food Administration declares, they are feeling a security which has added greatly to the morale of the people.



# Canadian Tractor Demonstration at Cobourg



MANY VISITORS FROM THE STATES WILL CROSS LAKE ONTARIO ON THE BIG CAR FERRY WHICH OPERATES THE YEAR 'ROUND

**T**HE Fourth Canadian Tractor Farming Demonstration and exhibition of power farming equipment to be held in eastern Canada at Cobourg, Ont., Sept. 17, 18, 19 and 20, is expected to be the largest exposition of its kind ever held outside of the United States. Various demonstrations of a similar character have been held in Canada during the past few years but never on the scale developed this year.

Each of the four days of the demonstration will have a full program of events. The regulations governing the demonstration will permit private exhibitions in the morning. Beginning at 1 o'clock in the afternoon, there will be two hours of public demonstration in the field. About 600 acres of flat clay loam just outside of the city limits will serve as the demonstration grounds.

Thirty-two manufacturers of tractors will take almost one hundred various models of tractors to the Canadian show. The list of exhibitors of other power farming equipment includes many of the more prominent manufacturers in the United States and Canada.

## Not to Be Competitive.

The demonstration will in no sense be a competition. It is planned to be educational throughout the entire program. A number of efficiency tests will be conducted but nothing of a spectacular nature will be permitted. The demonstration is expected to have an attendance of at least 50,000 persons during the four

days. Cobourg is about 70 miles east of Toronto.

P. G. Van Vleet is manager of the demonstration. The local committees of the Cobourg Board of Trade have the following chairmen: J. D. Hayden; committee on grounds: James Leonard, C. E. Speer, J. B. McColl; committee on finance: Mayor George Greer, A. L. Jex, E. L. Hargraft, J. K. Fraser, J. W. Spragge, R. T. B. Bonnezan, F. J. Slade; committee on police, jitney, cartage, water, etc.: J. J. Daly, George Greer, W. J. Corbett, H. McGuire, J. E. Skidmore, M. W. Sparling; committee on publicity: J. D. Hayden, A. J. Gould, J. K. Fraser; committee on catering, etc.: J. D. Hayden, O. F. Allison.

## The Cobourg Accommodations.

The hotels at Cobourg have given assurance that only regular rates will be charged. In addition to the hotels, with which Cobourg is well provided, the city being a very popular summer resort, hundreds of rooms in private residences will be available to visitors, while adequate arrangements have been made for catering both on the grounds and in the city.

The Ontario Car Ferry run between the port of Cobourg and Charlotte, port of Rochester, N. Y., and has a capacity of 28 railway cars. The upper deck is beautifully finished for passenger traffic and has a carrying capacity of about 1,000 persons. There is also a sister boat, the Ontario No. 2, with like accommodations. Both boats run winter and summer.

## Tractor Manufacturers to Exhibit.

The exhibitors will include:

Avery Company, Peoria, Ill.

Advance-Rumely Co., La Porte, Ind.

J. I. Case Co., Racine, Wis.

Dauch Co., Sandusky, Ohio.

Gilson Mfg. Co., Guelph.

Gould, Shapley & Muir Co., Brantford, Ont.

Hamilton Gear & Machine Co., Toronto.

Hession Tiller & Tractor Corp., Buffalo.

Hamilton Tractor Co., Hamilton, Ont.

International Harvester Co., Hamilton.

John Lauson Mfg. Co., New Holstein, Wis.

LaCrosse Tractor Co., La Crosse, Wis.

Massey-Harris Co., Toronto.

Monarch Tractors, Limited, Brantford, Ont.

National Tractor Co., Cedar Rapids, Iowa.

Ohio Mfg. Co., Upper Sandusky, Ohio.

Parrett Tractor Co., Chicago, Ill.

Sawyer-Massey Co., Hamilton, Ont.

Port Huron Engine and Tractor Co., Port Huron, Mich.

Turner Mfg. Co., Port Washington, Wis.

U. S. Tractor & Machinery Co., Chicago, Ill.

Emerson-Brantingham Co., Rockford, Ill.

Cleveland Tractor Co., Cleveland, Ohio.



Lyons Atlas Co., Indianapolis, Ind.

Moline Plow Co., Moline, Ill.

Waterloo Mfg. Co., Waterloo, Ont.

Waterloo Gas Engine Co., Waterloo, Iowa.

George White & Sons, London, Ont.

Rock Island Plow Co., Rock Island, Ill.

McDonald Thresher Co., Stratford, Ont.

Huber Mfg. Co., Marion, Ohio.

### The Miscellaneous Exhibits.

Aspinwall, Canadian Co., Guelph Ont.

Bateman-Wilkinson Co., Toronto.

W. H. Banfield & Sons, Toronto.

The Buda Co., Harvey, Ill.

T. E. Bissell Co., Elora, Ont.

Buckeye Ditcher Co., Eberts, Ont.

Robert Bell Engine & Thresher Co., Ltd., Seaforth, Ont.

Chief Motor Co., Toronto, Ont.

Canadian Fairbanks-Morse Co., Toronto.

Canadian Pneumatic Tool Co., Toronto.

De Laval Separator Co., Peterborough, Ont.

Empire Cream Separator Co., Montreal, Quebec.

John Goodison Thresher Co., Sarnia, Ont.

Grand Detour Plow Co., Dixon, Ill.

Peter Hamilton Co., Peterborough, Ont.

Hyatt Roller Bearing Co., Chicago, Ill.

Imperial Oil Co., Toronto.

Kerosene Burning Carburetor Co., Chicago, Ill.

R. A. Lister, Toronto.

Oliver Chilled Plow Co., South Bend, Ind.

C. H. Rooke, Ltd., Toronto.

Sharples Separator Co., Toronto.

Splitdorf Electric Co., Toronto.

Universal Milking Machine Co., Columbus, Ohio.

Wilcox-Bennett Carburetor Co., Minneapolis, Minn.

H. F. Bailey & Son, Galt, Ont.

### When Bill of Lading Is Lost.

Railroads have been definitely authorized to accept blanket bonds to cover delivery of shipper's order freight without the surrender of bills of lading. This is announced by Director C. A. Prouty of the Division of Public Service and Accounting of the U. S. Railroad Administration in his Circular No. 24 under date of Aug. 15.

Question has been raised about this in the past and it is a matter of great interest to shippers, as many times they are unable to produce bills of lading on account of loss or delay.

# Make Fewer Washing Machines

## Limit Iron and Steel to Manufacturers

ALL washing machine manufacturers have been instructed to use during the period Aug. 1, 1918, to Jan. 1, 1919, no iron and steel in excess of 75 percent of five-twelfths of the total amount used during the year 1917. The order was given by the War Industries Board with headquarters at Washington.

With this information in mind the Implement & Tractor Trade Journal asked the Maytag Co., Newton, Ia., for an expression of opinion as to the possible results of such an order and what effect it would have on the business of the manufacturers and dealers selling washing machines.

The following letter from L. B. Maytag, vice-president and sales manager of the Maytag Co., so definitely explains the probable effects of the order that it is reproduced in its entirety:

"The effect that this order will have on the washing machine production as a whole is self-evident. Practically all of the prominent manufacturers have been running ahead of their 1917 production considerably—take our own case, for example. Up to Aug. 1 we were running about 40 percent ahead of our 1917 production for the same period. Therefore, a 25 percent reduction during the last five months will cause us to reduce our output to approximately 60 percent of what it has been during 1918 up to Aug. 1.

Some concerns are going to be hit

pretty hard. Take those, for example, who were new in the business last year and only built a few machines. It will practically put them out of business.

"My own opinion is that the dealer will not feel the effect of it immediately, because it will be the natural inclination of manufacturers to gradually reduce their output to make their total production for the last five months conform to the Government order. Therefore, the last month or two of the year will find the production very low, indeed. These months are especially good months for resale and my opinion is that the dealer who is not stocked at that time will be unable to secure machines of standard manufacture.

"Regarding the effect of this order on the manufacturer of all steel machines—I rather doubt the abandonment of this type by its manufacturers. Such machines are very few and the total volume is necessarily low compared to the whole. They will probably find it more wise to continue restricted production of that type than to spend time and money in the development of a new model, at the end of which time the order may be rescinded. We are just bringing out an all-steel cabinet machine ourselves and are making plans to practically abandon further sales effort and manufacture on this model. We think

(Continued on page 28)

## IN ROAD WORK THE TRACTOR HAS NO REAL COMPETITOR



Good roads owe much to the work of the tractor. In the picture an Avery machine and a King road drag are seen working the streets of Luverne, Minn. The tractor is without competition in such work.



# Implement & Tractor Trade Journal

1886

1918

Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALLGEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, SEPTEMBER 14

MOREOVER, we feel a little more conscious that we really belong on Uncle Sam's team since we registered Thursday.

HOOVER and his Food Administration are demonstrating to the kaiser that the plow is mightier than the krupp.

CHEERUP! The boozeless days are near, when nothing stronger than the wet end of an El Ropo shall pollute our lips.

WE have observed and are unable to forget that Max Lax of the Chicago Tribune is serving his country in the 355th Infantry.

WHAT a gulf yawns between Wilson and Wilhelm! Yet, orthographically speaking, and if it be not treason to say so, they both start out the same way

SEEMS to us we can detect something rather ominous—for the kaiser—in the fact that something like 23 million Yanks are now registered for the draft.

YES, Geraldine, you may add this to your list of perfectly proper nouns: Damboche, used as in, "Well, what does the paper say our Yanks did to the damboche yesterday?"

WELL, anyhow, the filling out of the questionnaire sent by the Federal Trade Commission to implement men will put them in the best of training to fill out the questionnaire appertaining to their status as potential bochebiffers.

UNCLE Henry Hard, who can't get along without a little brimstone, sums up the "situation" thus: "'S far 's I can see, there are only two political parties in the country just now. One is for hammerin' hell out o' the Huns and the other is for hammerin' more hell out of 'em. And I been wonderin' how much would be left of a Hun after you'd hammered all the hell out of him."

## A NEW TRADE PROBLEM

WHAT have come to be known as the "independent tractor manufacturers" are confronting a new problem. These manufacturers make nothing but tractors. The fact that nearly all the full-line "plow houses" are offering tractors of their own to the dealers with which they have long been in business relationship has a tendency to erect a barrier between the established retailers of farm operating equipment and the independents.

One of our manufacturing friends who knows what the latter have to contend with expresses his apprehension thus:

"If the independent manufacturer wishes to make a contract for the sale of his machines, he will be confronted with the necessity, in most cases, of making contracts with dealers who are already tied up with an implement-tractor line, and if they take on contracts with independent manufacturers, it will very largely result, as a natural consequence, in making stool pigeons of them. This will naturally turn their attention to other channels of outlet, such as blacksmiths, curbstone dealers, or the garage men and automobile dealers.

"Of course the automobile dealers are now anxiously looking for some other opportunity to replace the profitable automobile and many will grab at this chance. However, if they do this they will be up against the difficulty just suggested, viz., that a customer desiring to buy their tractor will in many cases be practically unable to secure his implements for an independent tractor. The writer predicts that this factor alone will discourage, or put out of business, many of the independent concerns which otherwise might hope to secure an outlet for their product."

## DEVOUTLY TO BE HOPED

FOR our part we cannot share all the apprehension expressed in the foregoing communication, although it is easily seen that the problem presented is not a negligible one by any means. There is this to be said for all tractor manufacturers, independent or full-line: Every company that builds an honest tractor and sells it honestly, with plenty of good backing behind it, deserves to survive in the evolution of the industry.

It seems to us that our correspondent is a bit too sure that the farmer will be compelled to buy his tractor implements where he bought his tractor. Though the conditions may tend to influence him to do this volun-

tarily, compulsion is impossible, as well as undesirable. We have never yet seen the farmer who would permit any dealer to dictate to him where to buy his needs. A tactful dealer might influence him, but such a dealer would never attempt anything like coercion, as suggested by the correspondent.

As for the curbstone dealer, it is devoutly to be hoped that no tractor manufacturer will make the grave mistake of turning to him; the same can be said, with perhaps less emphasis, of the blacksmith. Nothing but all-around dissatisfaction can result from such an alliance.

## THE SHORT-LINE HOUSES

TRACTORS should be marketed through established dealers. Even the garage man or automobile dealer, questionable as many of this class are as candidates for retail tractor honors, would be preferable to the troublesome curbstone agent. Let the independent tractor manufacturer shun him forever.

It has been our view for a long while, and it has been repeated often enough, that after a real dealer takes on a real tractor he thereupon automatically becomes a general farm equipment dealer, for the nature of his business will force him to develop immediately in that direction. And it will be useless for him to resist the pressure.

By the same token the development of such dealers will offer new openings to the short-line implement houses. Without any thought of attempting to discriminate between the latter and the full-line organizations, it is nevertheless quite permissible to point the likelihood that the advent of the tractor and, particularly, the so-called independent tractor manufacturer, will tend to prosper the short-line house.

## IT'S THE BETTER PART

IT has been said that salesmanship is an exact science. We deny it. Nothing that deals with the human element can be reduced to calculable terms. To its extreme astonishment the German general staff bumped into that adamant fact forty months ago and has been coming into more and more violent collision with it ever since.

Nevertheless, salesmanship can be made to approximate exactitude if the right sort of an intelligent and persistent effort is made. And it is only with the aid of advertising that this approximation can be realized; for advertising is the better part of salesmanship.



# Manufacturers Discuss Their War Problems

## Farm Wagon, Bob Sled and Gas Engine Makers Hold Important Meetings Under the Auspices of the N. I. & V. A.

The question of how to fill numerous Government orders, supply the needs of the farmers of this country, and meet new demands on the part of the French Government, in the face of increased cost of materials and labor, was one of the problems that confronted the members of the farm wagon department of the National Implement and Vehicle Association, held at the Hotel LaSalle, Chicago, Sept. 4.

Announcement that the French Government would need 200,000 wagon and cart wheels by Dec. 1 brought home to the manufacturers the increased demands being made upon them. Those present, however, volunteered to supply 175,000 of the amount, and it is believed the rest of the industry will make up the balance. To meet the increased requirements at home and abroad, the manufacturers say, will require a high order of factory management.

The meeting was one of the most important ever held by the department. Fifty-seven manufacturers were present, and various pressing war problems were discussed.

### Government Rulings Considered.

The wagon men reviewed together the rulings recently handed down by the Conservation Division, War Industries Board, covering standardization and eliminations in the farm wagon and truck lines, and which include the adoption of a new standard 56-inch track and 38-inch wagon box. The eliminations become effective Jan. 1, 1919. A committee was appointed to refer back to the Conservation Division some few minor changes, not now thoroughly understood, for further consideration.

Special consideration was given to the dates on which the rulings of the War Industries Board became effective. The question was asked by some of the manufacturers whether the Government will allow any leeway in the time limits set on account of unfinished stocks of materials now on hand.

It was clearly pointed out by the president of the association that the Government will expect every manufacturer to adhere rigidly to the dates prescribed when the eliminations are to become effective. There can be no deviation from this provision or any other feature of the schedule pub-

lished by the Government without securing the consent of the Conservation Division, War Industries Board at Washington.

Other matters considered were the uniform wagon and truck warranty and a uniform wide-tire law. These items have been under the consideration of special committees for some time and will shortly be developed for the definite action of the farm wagon department.

Not the least valuable feature of the meeting was the general discussion indulged in by all the wagon men bearing on manufacturing and trade conditions. The industry has been confronted with constantly changing situations in all phases of producing and distributing and much benefit was obtained by those present in the informal interchange of ideas.

### Will Join N. I. & V. A.

Realizing that the National Implement & Vehicle Association is representative of the entire industry, the bob sled manufacturers attending this meeting voted unanimously to organize a bob sled department within the association in order that the interests of the industry may best be served.

A committee was appointed to formulate a constitution and by-laws for the new department. The committeemen are: Waldo Sweet of B. F. & H. L. Sweet Co., Fond du Lac, Wis.; John W. Platt of the Sterling Mfg. Co., Sterling, Ill.; H. C. Babcock of the Thornburg Mfg. Co., Bowling Green, O.

### Adopt Standard Track.

The manufacturers of farm bob sleds met in Chicago Sept. 5, in response to a request from the Conservation Division, War Industries Board, to consider standardization and eliminations in their lines.

As in the case of the farm wagon and truck manufacturers, the bob sled men adopted a standard track for the entire country—44 inches, measured from center to center of runners. Heretofore, sleds have been made in track measuring variously all the way from 30 inches to 56 inches, the variations in size being due to physical conditions of the country in various sections.

Other items considered in the standardization and eliminations process

were the widths and lengths of runners, widths of bolsters, etc. The recommendations made at the meeting will be reported to the Conservation Division, War Industries Board, for its consideration in determining upon a schedule to be observed by every manufacturer of farm bob sleds in the country.

The manufacturers attending the meeting had the opportunity of inspecting sample bob sleds that had been built upon suggested standardized specifications and shipped to Chicago in order that the manufacturers could see first-hand what the standard embodied in an actual sled looked like. The firms who built the sample sleds were: Anderson Co., St. Paul, Minn., Moline Plow Co., Wagon Works, Stoughton, Wis.; B. F. & H. L. Sweet Co., Fond du Lac, Wis.; Vaughn Mfg. Co., Jefferson, Wis. The International Harvester Co. donated space at their salesrooms on Michigan avenue for the display of the sleds.

### Gas Engine Eliminations.

At the request of the Conservation Division, War Industries Board, the National Implement & Vehicle Association brought the manufacturers of farm internal combustion engines together at the Auditorium Hotel, Chicago, Sept. 9, to consider what eliminations might be made in the line as a war conservation measure.

A representative attendance of the industry was present and agreed upon recommendations as to the number of sizes to which each manufacturer will limit his production. The meeting suggested also the date when the eliminations should become effective.

The report of the meeting will be filed with the conservation division by the National Implement & Vehicle Association, as in the case of many other elimination meetings which the association has handled at the request of the Washington officials. Full details of the farm engine manufacturing schedule will be announced when the War Industries Board hands down its rulings.

Five large refrigeration plants are being constructed in France in which to store beef and other food supplies for the American forces. The capacity of each plant is from 3,000 to 4,000 tons of beef.





## The Status of Goods Seized by the Government

**A**N important factor just now in getting goods is that ordinary private buyers have to compete with the Government for their supplies. This is so in almost all lines, for the Government is today a buyer for almost everything. A manufacturer who has arranged to sell certain merchandise to customers is suddenly told that the Government needs his goods, and the mix-up which results has in several cases got into the courts. The situation extends both to the wholesale and retail buyer. A jobber will contract to buy certain goods from a manufacturer, who later finds himself unable to deliver because the Government serves notice that it will require his goods for the service. The jobber, expecting to get the goods, has arranged to sell them, and in some cases has sold them, to his own customers. The Government upsets both the jobber and the retailer, and this question arises: Where this happens to a jobber, has he any recourse against the manufacturer for breach of contract; and where it happens to a retailer, has the retailer any recourse against the jobber, the cause of both the manufacturer's and the jobber's default, remember, being the taking of the goods by the Government for war purposes.

An interesting case has just been decided which throws light upon the first half of this question. Let me say before I discuss it that there has been a disposition to separate into two classes cases where the Government took goods: First, cases where the Government contracted for them like a private party, and second, cases where the Government commandeered or seized them, not under any contract, but under its sovereign right in war time.

### War Times Change Laws.

The law has always been that where a seller had sold goods to a private buyer, and, before they could be delivered, the Government stepped in and seized them, the seller was relieved from responsibility. It has never quite been the law, how-

ever, that when the Government had merely contracted for goods as a private party, the seller who delivered them to the Government instead of to the private party, was relieved from responsibility. The case I am about to report removes the distinction between these two classes, and rules that if the Government buys or takes the goods at all under peremptory conditions, whether by commandeering or buying, it is tantamount to a forcible taking, and if the goods taken had previously been sold to a private buyer, the latter has no recourse against the seller.

The case referred to arose in the state of New York. The Moore Knitting Co. several months ago sold certain underwear to the Roxford Knitting Co. of Philadelphia. After the contract was all made, the Government notified the Moore company that it would require large quantities of underwear, and that these requirements must be filled before private buyers got any. Twenty thousand dollars' worth of orders had been delivered to the Roxford company, and a large quantity more was due. The Moore company, of course, shut down on deliveries and sent everything to the Government. The Roxford company demanded delivery of the balance of its order and when delivery was refused, de-

clined to pay for the \$20,000 already delivered, on the ground that it had been damaged much more than \$20,000 by the Moore company's failure to deliver in full. The Moore company then sued the Roxford company to recover its \$20,000 and the Roxford company defended on the ground that the Moore company had defaulted on its contracts and that its default had cost it, Roxford, \$60,000.

The question at issue was this: When goods which have been contracted for by a private buyer have to be delivered to the Government, under Government order, has the private buyer any right against the seller for breach of contract?

### Notice Equals Commandeering.

The court in this particular case said no, and its theory was that the Government's notice to the seller that it would require the goods, though it did not take the technical form of commandeering, practically amounted to that, and as it amounted to that, the seller was helpless and could not deliver to its private buyer, therefore was not responsible because it did not deliver. The following is from the decision:

The transactions between the Moore company and the Government in substance, even if not in form, were commandeering orders under the Federal Statutes. Since the Government officials and the mills plainly understood and intended the Government's wants to have precedence, the mere fact that a particular form was not followed or particular commandeering statutes mentioned is not conclusive. No particular form of order is required to bring the case within the Federal acts authorizing the commandeering, and where, as in this case, the real intention of the Government officials and of the mills was to bring the transaction under the commander power of the Government, that is sufficient.

## How a Claim May Be Lost Against an Express Company

**F**ROM time to time I have taken occasion to warn readers of these articles of the ease with which claims may be lost against an express company which loses or injures goods shipped, by failure to observe and obey the multifarious provisions, restrictions and requirements contained in the receipt which everybody who ships goods by express gets from the company. Under the law the shipper who accepts an express receipt from an express company is bound by all that it contains, on two grounds: First, when he accepts the receipt he is supposed to know and agree to all that it contains, and second, the company has filed a copy of all its conditions and restrictions in Washington, which un-

der the law constitutes notice to the world, and binds every shipper by all the conditions filed.

Failure to observe and obey all the conditions has lost hundreds of thousands of dollars in just claims. The remedy is, of course, to know what the conditions are and implicitly obey them.

Another case has just been decided which gives me opportunity to again emphasize this warning with a new set of facts. The express companies protect themselves against claims for loss or injury to any goods of particular value by the following clause in the receipt:

3. Said property is accepted as mer-

(Continued on page 28)



## Results of Official State Tractor Demonstration Held at Minot, North Dakota, June 19, 1918, as Returned by Officials in Charge

Name of Tractor	Draw-bar H. P.	Brake H. P.	No. Cyl.	Cyl. Bore	Cyl. Stroke	R. P. M.	No. bottoms pulled	Depth of Breaking (Inches)	Acres Plowed	Gal. kero. put in	Gal. gas. used to start	Gal. gas. used to start	Gal. fuel ret'd. for credit	Gal. fuel used in demonstr.	Cost per Acre
Lauson	15	25	4	4 1/2	5	950	3	3 1/2	2.13	10			9 1/4		\$ .706
Turner	12	20	4	3 3/4	4 1/2	1000	2	3 1/2	1.45	10			5 1/2		.708
Moline	9	13	4	3 1/2	5	1400	2	4 1/2	1.45				5 3/4		.795
Gray	18	36	4	4 3/4	6 3/4	900	3	4	2.13		10		2 1/4		.925
Heider	12	20	4	4 1/2	6 3/4	750	2	4	1.18	10			6 1/4		.572
Bull	12	24	2	5 1/2	7	700	2	3 1/2	1.45	10			5 1/4		.63
Emerson	12	20	4	4 3/4	5	800	3	4	1.73	10			5		.51
Plowman	15	30	4	4 1/2	5 1/2	900	3	4	2.13	10			1 1/2		.706
Plowman	13	30	4	4 1/2	5 1/2	900	2	4	1.18	10			3 1/2		.80
Parrett	12	25	4	4 1/2	5 1/2	900	2	4	1.45	10			3 1/2		.63
Hart Parr	15	30	2	6 1/2	7	750	3	4	2.13	10			1 3/4		.93
Nilson	24	36	4	4 3/4	5 1/2	850	3	3	2.13		10		2 3/4		.64
Waterloo Boy	12	25	2	6 1/2	7	750	2	4	1.45	10			4 3/4		
<b>RUMLEY OILPULL</b>	<b>14</b>	<b>28</b>	<b>2</b>	<b>7</b>	<b>8 1/2</b>	<b>530</b>	<b>4</b>	<b>4 1/2</b>	<b>2.27</b>	<b>15</b>			<b>8 1/4</b>	<b>6 3/4</b>	<b>.45</b>
Liberty	15	30	4	5	6 1/2	800	4	2 1/2	2.27		10		2		.96
Twin City	16	30	4	5	7 1/2	650	4	3	2.27	10			1		.65
Avery	12	25	2	6 1/4	7	570	3	4	2.13	10			1 7/8		.67
Avery	8	16	2	5 1/2	7	600	2	4	1.45	10			5 1/2		.60
All Work	14	27	4	5	6	800	3	4	2.13	15			8 1/4		.57
Happy Farmer	12	24	2	6	7	750	2	4	1.45	10			4		.70
Aultman Taylor	30	60	4	7	9	500	8	4	5.53	20			1 1/4		.64
C. O. D.	13	25	2	6 1/4	7	550	2	4	1.45	10			1 1/2		1.09
Mogul	10	20	1	8 1/2	12	400	2	4	1.45	10			5 1/2		.51
Titan	10	20	2	6 1/2	7	500	2	4	1.45	10			5		.58
Case	10	20	4	4 1/2	6	850	3	4	2.13	10			2 1/2		.58
Case	9	18	4	3 1/2	5	950	2	3 1/2	1.45	10			5 1/4		.56
Stinson	18	35	4	4 3/8	5	1000	3	4	2.13	15			6		.78
Allis-Chalmers	10	18	2	5 1/4	7	720	2	3	1.45	10			3 1/4		.80
Wallis Cub	15	25	4	4 1/2	5 3/4	900	3	4 1/2	2.13		15		8 3/4		.80

We, the undersigned, certify that the above is a correct report of the Official Tractor Demonstration held at Minot, N. Dak., June 19, 1918.

G. D. COLCORD  
G. A. HASSEL  
M. R. PORTER } Committee

## Official Figures - Not Mere Claims

Every farmer is entitled to the facts. The results of official tests made at two recent tractor demonstrations—the State Tractor Demonstration at Minot, N. D., June 19, 1918 and the National Tractor Demonstration at Salina, Kansas, July 29, 1918, are *official proof* of actual field performance. In each case these tests were made under the supervision of experienced, though impartial judges.

### At State Demonstration

	Average of 5 tractors—burning gasoline exclusively	Average of 23 tractors burning kerosene, or gasoline and kerosene	Rumely Oil Pull 14-28 burning kerosene
Number of acres plowed	2.02	1.84	2.27
Fuel per acre (gallon)	3.26	3.77	2.9
Fuel cost per acre (cents)	88.2	66.27	45

Note that the Rumely OilPull using kerosene

- used less fuel per acre than any competing tractor using kerosene, gasoline or both.
- plowed at the lowest cost per acre of all competing tractors.

Note the number of plows and depth of plowing. Ten so-called "3-plow tractors" pulled only two plows—eight tractors rated 14-27 to 24-36 H.P. pulled only three plows each.

- the Rumely OilPull pulled four plows—the number it is advertised to pull.
- it plowed 4 1/2 inches deep—the maximum depth—equaled by two competitors only.
- it was the only tractor burning kerosene that plowed 4 1/2 inches deep.

### At National Demonstration

At the National Tractor Demonstration at Salina, Kansas, July 29th to August 3rd, the OilPull was entered in all official tests. No comparisons with other tractors can be made as results of tests were not made public by the officials. All tests were under the supervision of agricultural authorities. Following are the official figures for the 14-28 OilPull.

#### Drawbar Fuel Test

Soil—moist gumbo, stubble ground.

Number of plows—4.

Depth of plowing—6 inches.

Fuel used per acre (kerosene) 2.92 gallons.

(Note that fuel consumption per acre is almost identical with that of the OilPull at Minot.)

#### Drawbar H.P. Test

Soil—stubble, loose on top.

Average drawbar pull 15.7 h.p.

Maximum drawbar pull 17.3 h.p.

Showing a reserve power of 23 1/2% over advertised rating.

#### Belt H.P. Test

Average belt h.p. 35.01 h.p.

Showing a reserve power of 25% over advertised rating.

These successful and economical performances of the 14-28 are just a sample, *officially proved*, of every day work of the OilPull—in any size. Rumely OilPull Tractors have never burned anything but kerosene, or other fuel oils, and furthermore, every purchaser of an OilPull gets a *written guarantee*, signed by Company Officials, that his tractor will burn successfully all grades of kerosene, permitted by law to be sold in the United States and Canada, *under all conditions, at all loads* up to its rated brake horsepower.

As the above figures prove, when you buy a Rumely OilPull you get what you pay for and expect, and then some extra—*guaranteed economy* and the *plus power* that makes the OilPull always "there" on the pinches.

The Figures Speak for Themselves. Which Make Tractor do You Want?

ADVANCE-RUMELY THRESHER CO., Inc., LAPORTE, INDIANA

ADVANCE RUMELY





# News of the Industry

## Program for A. G. M. A. Meeting

An interesting program is being arranged for the semi-annual meeting of the American Gear Manufacturers' Association, which will be held at the Onodaga Hotel, Syracuse, N. Y., Sept. 19, 20 and 21.

A portion of the program has been announced as follows:

"Priority," by Charles A. Otis of the Priority Committee.

"What Is the Possibility of Women Becoming a Permanent Factor in the Gear Industry," W. H. Diefendorf.

"Trade Acceptances," C. E. Crofoot.

"The Outlook of the Steel Supply," C. E. Stuart, secretary and treasurer of The Central Steel Co., Massillon, Ohio.

## National Secretaries to Meet.

The Sixth Annual Convention of the National Association of Retail Implement Secretaries will be held at the Hotel Sherman, Chicago, Ill., on Oct. 7, according to the official call sent out by Secretary T. F. Wherry, Hampton, Ia. The convention will be called at 10 o'clock in the morning. C. I. Buxton, Owatonna, Minn., is president of the association.

## To Enter Aviation School.

As announced in the Aug. 31 issue Frank R. Bumpus, manager of the Omaha office of the Implement & Tractor Trade Journal, is going to join in the fight for democracy. Since announcement was made that he had asked for induction into the Motor Mechanical Department of the army, Mr. Bumpus has been given the opportunity of enlisting in the Aviation Ground School at St. Paul, Minn., where he goes next week to enter training.

## Reorganize Dauch Mfg. Co.

J. W. Wellington has been made general manager of the Dauch Mfg. Co. of Sandusky, O., builders of the Sandusky tractors. Mr. Wellington has a national reputation, having formerly been production manager of the New Castle, Ind., plant of the Maxwell Motor Co., as well as the Mathews Boat Co. His long experience in the engine and motor car fields is expected to be of the greatest assistance in the Dauch organization.

In the reorganization of the com-



L. E. WILLSON

pany L. E. Willson has been appointed general sales manager. Mr. Willson was formerly vice-president in



A. Y. BARTHOLOMEW



A. Y. Bartholomew has been appointed assistant sales manager of the Avery Co. Mr. Bartholomew is a son of J. B. Bartholomew, president of Avery Co. He was formerly sales manager of the Bartholomew Co., Peoria, Ill., manufacturers of motor cars.

charge of sales of the Briscoe Motor Corporation, Jackson, Mich. Mr. Willson is now busy in the reorganization of the sales connections of the company.

## Guy Hall in Government Work.

The appointment of Guy H. Hall, secretary-treasurer of the Kansas City Tractor Club, as Government Supervisor of the Tractor Division of the Sweeney Army School at Kansas City, has just been announced. The new duties assumed by Mr. Hall will not hinder his efforts in behalf of the Kansas City Tractor Club or the Fourth National Tractor Show which will be held the week of Feb. 10 to 15, 1919.

The directors of the club were unanimous in approving the appointment of Mr. Hall and felt that it was only natural that a man of Mr. Hall's experience in the tractor industry should lend his knowledge to the intensive course of instruction arranged for 2,500 soldiers at the Sweeney school. To facilitate matters in conjunction with the 1919 tractor show, the office of the secretary is now located in the Sweeney Building, Union Station Plaza, just across the way from the site of the proposed tractor show building.

Kansas City, the "Tractor Center of the World," has long held claim to honors as the automobile and tractor educational center as well. Five thousand soldiers are now in training as motor mechanics at the two army schools in this city. Army officers are detailed by the Government to oversee all military phases of the training and the men are under regular army discipline and subject to military regulations.

The Fourth Annual National Tractor Show promises to be a much more extensive exhibit than the 1918 show. Reservations for space are away ahead of last year and every indication points to a more comprehensive exhibition than any other tractor event in the history of the industry. Manufacturers desirous of reserving space for the coming show are requested to make application at once, addressing Guy H. Hall, Secretary, The Kansas City Tractor Club, Kansas City, Missouri.

## Chicago Exposition This Week.

The first annual exhibit of trucks, tractors and accessories to be held under the direction of the Automotive & Accessories Exposition, Inc., will be held in Chicago at the Municipal Pier September 14 to 21. The exhibition hall will be open daily from 10:30 a. m. to 10:30 p. m. and the headquarters



# REMY

## A Steady Engine and Lots of Light

The constantly varying quantities of grain going thru the threshing machine make correspondingly varying power demands upon the tractor engine.

The Remy Electric Governor is by far the most adequate device for steadying these constantly shifting engine loads into one smooth, full-flow of power. By a turn of the switch on the Remy Control Box the operator can secure any desired engine speed, which the Remy Electric Governor will maintain constant under all loads within the power of the engine to handle.

But this is more than a Governor—The Remy Electric Governor-Generator is the very key to the whole tractor lighting, starting and ignition problem. Thru this exclusive Remy device it is now, for the first time, possible to build into a tractor a successful electric lighting, starting, ignition and engine control system. A system that is of simple construction and durable enough to withstand rough farm work.

Remy equipment doubles the daily working capacity of a tractor making it possible to farm increased acreage—to make up time lost because of bad weather—and to overcome the shortage of labor.

You will find our new booklet very interesting—write for it.

**REMY ELECTRIC COMPANY**  
**TRACTOR EQUIPMENT DIVISION: CHICAGO, ILL.**

Automobile Division: Detroit, Michigan  
Factories: Anderson, Indiana





of the Exposition will be at the Hotel New Southern, Thirteenth and Michigan. A partial list sent out by the show committee listed more than 150 exhibitors.

### Jos. Barnett & Co. Moves.

The Jos. Barnett & Co., Inc., manufacturers of lightning rods and copper cables, have moved their offices from Riverside, Ia., to 218 East Fourth Avenue, Cedar Rapids, Ia., where they will be permanently located.

### Kansas State Fair Sept. 14-21.

Extensive plans are being made for the Kansas State Fair to be held at Hutchinson, Sept. 14-21. It is said that a large number of machinery exhibits are to be made through dealers and Kansas distributors. One of the features of the fair will be a tractor and farm machinery school to be conducted during the week.

### A. E. Kull Buys Store Building.

It is understood that A. E. Kull has purchased the Reeves Building in Oklahoma City, Okla., from the Emerson-Brantingham Implement Co., and that he intends to associate himself with one of the Oklahoma City truck companies. The Emerson-Brantingham company has been renting the building to the Machinery Sales Co. It is one of the best buildings in the city for handling tractors and trucks. It has a fifty foot loading dock facing two lines of road and over 15,000 feet of ground floor space.

### Decide on Sailing Day Plan.

The Kansas City, Mo., Rerouting Committee of the United States Railroad Administration of which R. R. Mitchell is chairman has announced a sailing day plan for handling less than carload shipments from Kansas City. The plan became effective Sept. 10. Under the plan less than carload shipments can only be sent to some towns on certain days, to other towns the daily service will continue. Shipments must be delivered to Kansas City Terminal substations one day prior to sailing day.

The Implement & Tractor Trade Journal has a list of the towns and their sailing days and will be glad to inform dealers or shippers of the days on which less than carload freight can be sent out of Kansas City. The list also shows the roads over which the shipments must be made. Lists may be obtained from the Kansas City offices of the United States Railroad Administration.



### Tells His Experiences at Front.

LIEUT. LAWRENCE B. SHARPLES, treasurer of the Sharples Separator Co., and son of P. M. Sharples, president of the company, has been in France for several months and is seeing active service in the United States Tank Corps. From France he writes an interesting letter to a member of the Sharples Separator Co., a portion of which reads as follows:



LIEUTENANT LAWRENCE B. SHARPLES

"Just before leaving Paris, somebody stopped me and pulled out a Sharples notebook. Judge my surprise when I found it to be George McCormick of West Chester. He said he had volunteered nine times for army service and was always turned down on account of his age, but that he was now happy in Red Cross work.

"My dome is too befuddled now to write anything intelligent, I am afraid—last night was spent in a stuffy, unventilated box with 2,000 South African coons—a different breed from the down south variety of niggah in U. S., however. The South Africans lack the good humor to a remarkable degree.

"This is a peculiar life in this time of turmoil; it is change, change, change. You no sooner get so you feel at home with one set of friends than—zip!—central cuts off the connection and you start out into a different life, different customs, entirely different work, sometimes even a different tongue.

"U. S. used to be the world's melting pot, but now France heads the list. Just count up the number of different nations, including their colonies, that are mixed up in this brawl—all guests of France. It is a great opportunity to compare national traits and you will find most people true to type: The Irish are usually

noticeable for their ready wit; the English officers for their reserved manner; the French for their polished politeness and the common French for their good humor; the Americans for being progressive and telling everybody about it; and all the veteran fighters of all nations for their extreme modesty.

"Well, the boches seem to think they have the bases full and several runs, but there are two out and it looks as if we had some good innings ahead. It is going to be tough sledding for a while, but once we get that arrogant and selfish nation with its tail between its legs it will be another story. I have lost none of my respect for German brains and ability, but these only make the crimes they have committed so much the worse. I will never be happy until the Germans are mercilessly crushed, and not just the kaiser, for the people all seem to be behind this hoggish ambition to steal, regardless of the intermediate crimes that seemingly become necessary—immense territories, treasures and human liberties, which they haven't the least right to.

"Please give my best to everybody in the Sharples offices and all other Sharples friends."

### W. D. Hartwell Is Overseas.

W. D. HARTWELL of Baldwin, Kan., has arrived safely in France where he is to engage in the Y. M. C. A. work for the coming year according to information received by Mrs. Hartwell at Baldwin.

Mr. Hartwell was formerly in the employ of the John Deere Plow Co. but for the past three years has been traveling for the Harbison Mfg. Co. of Kansas City, Mo. The Harbison company gladly gave him the opportunity to engage in the work and when he has completed his duties will return to the road for the company.

### Entire Plant Electrified.

The J. D. Tower and Sons Co., Mendota, Ill., manufacturers of corn implements, has contracted to have its entire plant electrified. The aim is to aid in the fuel conservation efforts of the Government as well as to operate with greater efficiency and economy.

### I. R. Card Dies From Accident.

Iasac R. Card, superintendent of the Kinnard Mfg. Co., tractor manufacturers, Minneapolis, Minn., was struck by an automobile and fatally injured early this month. Mr. Card was rushed to a hospital, but death followed shortly after reaching the building. He was running to catch a street car when the automobile struck him. Interment was in Lakewood cemetery, Minneapolis.

The Madison Plow Co., Madison, Wis., is building a \$4,000 addition to the warehouse of the plant, and is planning the installation of a refrigerator plant at the cost of \$6,000.





# FARMERS' FAVORITE TRACTOR DRILLS

**ADJUSTABLE HITCH** constructed for use with any tractor  
**POWER LIFT** enables operator to raise or lower Discs while in motion, without leaving seat of tractor, by slightly pulling small rope.

## GENERAL AGENTS

B. F. Avery & Sons Plow Co.  
 Kansas City, Mo.      Omaha, Nebr.

Oliver Chilled Plow Works  
 Dallas, Texas

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**THE AMERICAN SEEDING-MACHINE CO.**  
 (INCORPORATED)  
 SPRINGFIELD, OHIO



# National Tractor



## AVERY

### Branches and Distributors Cover Every State In the Union

"AVERY Tractors don't need much service, but when they do need it, I can supply it mighty quick," said a dealer at the National Tractor Demonstration in Salina, Kansas. "Avery service is one of the things that makes

Avery Tractors easy to sell. The farmer: 'Who's going to take care of me after my tractor?' I simply point to my stock of Avery repair parts and nearest Avery branch. It's one of my strongest selling arguments.

### Sell the Line With the Patented Selling Features

You know that quick service means much to your customer. His tractor is of value to him **only** while he is using it. If it is idle, waiting for repairs it is not helping you make sales.

Breakages usually happen when a tractor is needed most. They occur at the busiest season of the year—the time when repairs, if necessary, should be made with the least delay possible.

There is no point in the United States that cannot be reached by an Avery Branch or Distributor quickly by express, or within a short time by freight. This is service that helps you sell tractors and keeps them running after you sell them.

When you talk Avery Tractors you talk patented features that make sales. Avery Tractor motors have renewable inner cylinder walls, extra strong crankshaft, adjustable crankshaft bearings, duplex gasifier fuel system which turns kerosene or distillate into gas, valve in head construction and other big patented features.

They are the tractors with the simplified patented sliding frame which does away with the need of compensating gears, thus saving power, weight and reducing breakage possibilities. They are the tractors with the simplified cooling system which does away with troublesome pumps, fans, belts, chains, sprockets, etc.

They are the tractors with the design so successful it is built in five different sizes of exactly the same design—a size for every size farm.

And when you sell Avery Tractors, you have the sale of the Avery Motor Cultivator and the complete line of Avery Plows and Avery Grain-Saving Threshers.

# AVERY CO.

## Motor Fuel and Road Building



# Tractor Service



## Prompt and Permanent Service

### Branches at:

Kansas City, Mo., Des Moines, Iowa, Grand Forks, N. D., Billings, Mont., Omaha, Nebr., Fargo, N. D., Aberdeen, S. D., Lincoln, Nebr., Minneapolis, Minn., Madison, Wis., Indianapolis, Ind., Wichita, Kans., Sioux Falls, S. D.

### Distributors at:

Los Angeles, Calif.	New Orleans, La.	Fresno, Calif.
New York City, N. Y.	Lansdale, Pa.	Stockton, Calif.
Conneville, W. Va.	San Diego, Calif.	Saginaw, W. S., Mich.
Denver, Colo.	Portland, Ore.	Roanoke, Va.
Ever Springs, Md.	Spokane, Wash.	Easton, Md.
Wilmington, N. H.	Boise Idaho	Kennett Square, Pa.
Worcester, Mass.	Richmond, Va.	Hanover, Pa.
Wilmington, Pa.	Salt Lake City, Utah	Dunedin, Fla.
Atlanta, Ga.	Princeton, N. J.	Pittsburgh, Pa.
Cincinnati, Ky.	Utica, N. Y.	Cleveland, Ohio
Wilmington, N. C.	San Francisco, Calif.	Toledo, Ohio
Columbus, Ohio	Phoenix, Ariz.	

EVERY COMPANY OF TEXAS, Dallas, Amarillo, and Beaumont, Texas

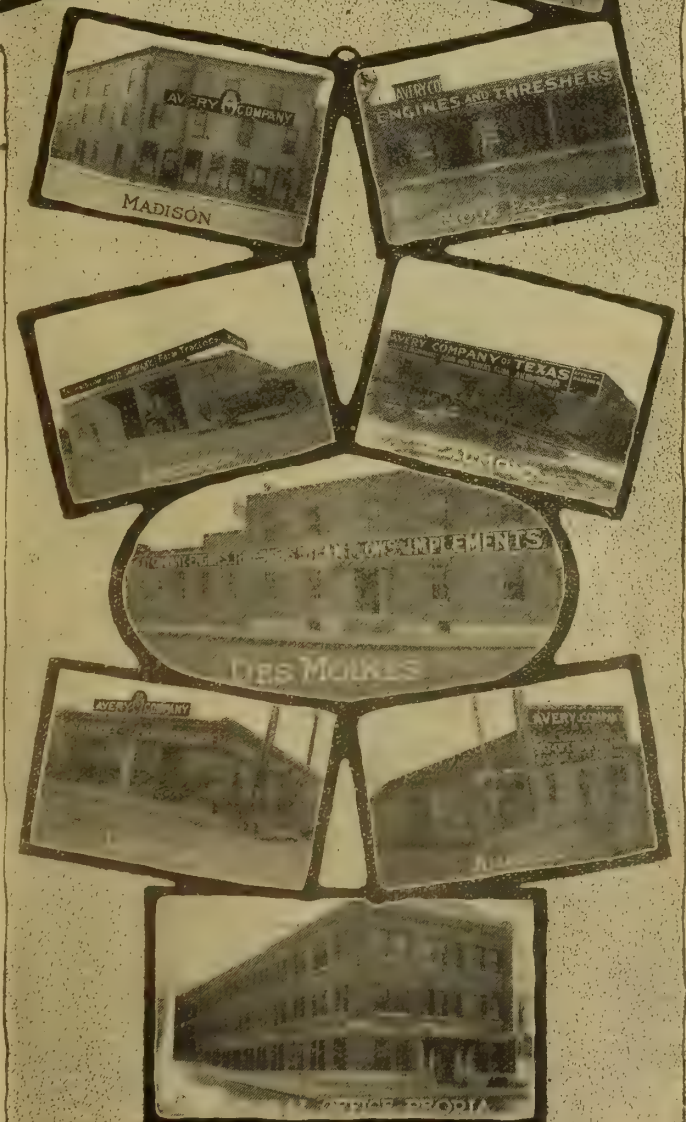
Factory and Main Office **Peoria, Illinois**

# EVERY

ing, Threshing  
ing Machinery

Write and  
Learn What the  
Avery Line  
Can Do For You  
in Your  
Territory

Avery Company will  
exhibit at the  
National Implement  
and Vehicle Show  
and Peoria District  
Fair at Peoria, Ill.,  
September 20 to 28





## HOW A CLAIM MAY BE LOST AGAINST AN EXPRESS CO.

(Continued from page 20)

chandise only, and the company shall not be liable for the loss of money, bullion, bonds, coupons, jewelry, precious stones, valuable papers or other matter of extraordinary value, unless such articles are enumerated in the receipt, as the company does not transport such articles except through its money department.

### The Case of a Jewelry Shipment.

A Philadelphia shipper shipped a package of jewelry to a consignee in New York, and in the usual careless manner of shippers, he failed to notice that the only way he could preserve his claim against the company, in case of loss or damage, was to furnish the company at the time of shipment with a list of the items in the package, and also pay a higher rate. No items were furnished—the package was handed over the counter in the usual way, and then the other well-known clause applied which I have discussed in another article, viz., the one providing that unless the shipper discloses the fact that goods shipped are worth more than the fixed value of \$50, the company shall only be liable for that amount in case of loss.

The package was lost, and the owner sued the company to recover its value, but admitted that under the \$50 clause he could probably not recover more than that. The Appeal Court, however, said that he could not recover even \$50; in fact, he could not recover anything! The owner argued, "Why, this clause certainly makes the company liable for the loss of the jewelry 'as merchandise,' although it is probably not liable for its loss as jewelry because the articles were not enumerated." This, in my judgment, was undoubtedly the plain meaning of the clause and was precisely what the company intended to do for itself through that provision, viz., it was willing to consider the jewelry as ordinarily valuable, but not as extraordinarily valuable merchandise, and to be held for the \$50 valuation.

### Court Ruled Against Shipper.

But the court said no. This is from the decision:

It is contended, however, that the first clause of the paragraph "said property is accepted as merchandise only" creates a liability for the loss of property as "merchandise," although it is conceded that there would be no liability for it as "jewelry." This is a construction, however, which seems to nullify the whole paragraph. The evident purpose of the provision was to distinguish the enumerated articles from merchandise generally and to provide that for the shipment of

a more valuable class a special method be used which required the statement in the receipt of the particular articles included in the shipment. The declaration of the receipt that the company shall not be liable for lost jewelry except on the conditions stated excludes the theory that it may be liable for the same property as merchandise. The right of the company to impose such a condition is sustained by the highest judicial authority in the land and there seems therefore no ground on which to rest the determination that the company is liable for the loss of jewelry when the shipper does not declare the contents of the package. All persons are presumed to know the law regulating interstate commerce, and in this case there was an express declaration in the receipt of the terms on which the property was accepted.

The shipper, therefore, lost every cent of his claim, though had he been vigilant he could have recovered it all.

The provisions of the receipt which I reproduce of course apply to all the kinds of valuable merchandise named on it, and also to all other particularly

## A NEW FACTOR HAS COME IN TRANSPORTATION

(Continued from page 13)

### How the Trailer Saves Money.

The question of economy is one which is uppermost in everyone's mind at the present time, and I will now deal with the trailer from the standpoint of economy and saving.

The first cost of the truck and semi-trailer effects an average saving of 35 percent in comparison with the cost of a single standard truck of the same carrying capacity as the truck and semi-trailer. Actual experience has shown that the use of the proper trailer with the truck adds less than 15 percent to the maintenance of the truck alone. This means a continual saving of 10 to 20 percent in comparison with the single truck of the same capacity as the six-wheel unit.

Then we have the increased value which one is able to obtain from the truck when it is working in connection with a semi-trailer. This increased haulage capacity should, of course, be counted as an actual saving. For instance, there are, in the country at the present time approximately 435,000 trucks in use with an average capacity of  $2\frac{1}{2}$  tons each. If each of these trucks was connected with a semi-trailer, the increased hauling capacity would be equivalent to 5,000 trains of 55 cars each.

The semi-trailer can be used in relays, which means a still further increase in the hauling efficiency of a truck, because while one trailer is being loaded at one end of the trip, another trailer will be discharging its load at the other end, and the truck

itself will be either delivering a loaded trailer or returning with an empty trailer after reloading. This means maximum work obtained from the motor truck at a greatly accelerated speed in hauling, which in these times, of course, means making your truck a much more profitable investment.

Whenever the hauling proposition is one of loading at one common point and delivering at another, this relay system will prove of immense value. If more than one loading station is used, additional trailers can be operated to advantage. Two typical examples would be lumber hauling from the woods to the mill and parcel delivery from department store warehouses to distributing stations. These, of course, are but two instances where valuable results may be secured in the use of trailers in relays. Wherever the load carried is made part of a large number of parts, a "multiple-piece load," whenever for any reason loading consumes a great deal of time or whenever the whole load goes to one destination, hauling costs will be cut to the lowest possible minimum by the use of semi-trailers in relay.

The trailer is not only logical in theory but it has proven itself practical and efficient in practice.

The turning radius of the six-wheel unit—that is the truck and semi-trailer—is no greater than that of the tractor-truck itself and it can be handled in practically the same space. The backing is accomplished in the same manner as with a horse and wagon.

These features are immensely important when the truck and trailer are to operate in cities or when cramped quarters can only be allowed for loading.

## MAKE FEWER WASHING MACHINES

(Continued from page 17)

it advisable to do this in our own case for the reason that this model is only in its infancy and it can well await a more opportune time, under the circumstances.

"I believe the opinion of washing machine manufacturers as a body is that this order is really unfair on account of the labor-saving qualities of a washing machine. At the same time, such opinions are necessarily flavored, to some extent, with selfishness and we ourselves are not the ones to come out flat-footed with a statement as to whether the War Industries Board is right or wrong. Killing the Hun is the thing and if this order will help, we are for it."



## Meeting Essential Needs

**P**ROGRESS means change. Service is measured by ability to change in direct ratio to the needs of the public served. Today the essential fields of industry are spurred to almost superhuman efforts. The tractor and implement industry is measuring up to the hour. It is the duty and ambition of the Implement & Tractor Trade Journal which represents this industry to continue to keep ahead of the times.

This is the first issue under the new size type page. It is the intention to give our subscribers and advertisers more for their money than ever before. The influence of the Implement & Tractor Trade Journal is increasing in proportion to the growth of the great tractor industry because from the very beginning the publication has never lost step.

The record discloses that the Implement & Tractor Trade Journal was the first to recognize the tractor industry by changing its name and incorporating the word "Tractor." During 1916, 1917 and so far during 1918 it has carried more tractor, tractor accessories and general advertising than any other paper in the field.

The Implement & Tractor Trade Journal was the first to break away from the old style trade journal front covers and use art covers in colors. It was the first to bring out a book of tractor data, the Cooperative Tractor Catalog, now internationally recognized and used.

All these changes have simply been the landmarks of continuous progress—progress that means leadership in the tractor publication field. We are proud of our subscribers, of the class of advertisers represented in our columns, for these represent tangible proof of our achievements.

**Implement & Tractor  
Trade Journal**



# Port Huron Friction Drive Tractor

**T**HE Port Huron Engine & Thresher Co., Port Huron, Mich., is one of the long time established manufacturers of power farming machinery which is just beginning to push its tractor manufacturing. The tractor manufactured is a 12-25 hp. friction drive machine called the Port Huron.

The tractor is equipped with a reversible variable friction drive. The fiber wheel is bolted to the crankshaft of the motor with a flexible connection. The cross shaft contains the two metal friction disks, main pinion and belt pulley, the latter two being on the respective ends of the shaft.

Trade Rating—12-25 hp.  
Fuel—Kerosene or gasoline.  
Fuel Tank Capacity—Kerosene, 25 gallons; gasoline, 5 gallons.

Motor—Erd kerosene-burning; 4-cylinder; 4-cycle; valve-in-head; 4-inch bore; 6-inch stroke; throttle governed; normal speed 900 r. p. m.

Lubrication—Double filtered splash with circulating pump.

Ignition—Kingston magneto, high tension, with impulse starter.

Cooling—Perfex radiator with forced circulation; Oakes fan.

Carburetor—Kingston, single bowl.

Air Cleaner—Bennett.

Total Length—13 feet.  
Total Width—6 feet 3 inches.  
Total Height—Including canopy top, 8 feet 9 inches.  
Wheel Base—7 feet 9 inches.  
Weight—Without fuel and wheel lugs but with canopy top, 5,700 lbs.

## Teach More of Agriculture.

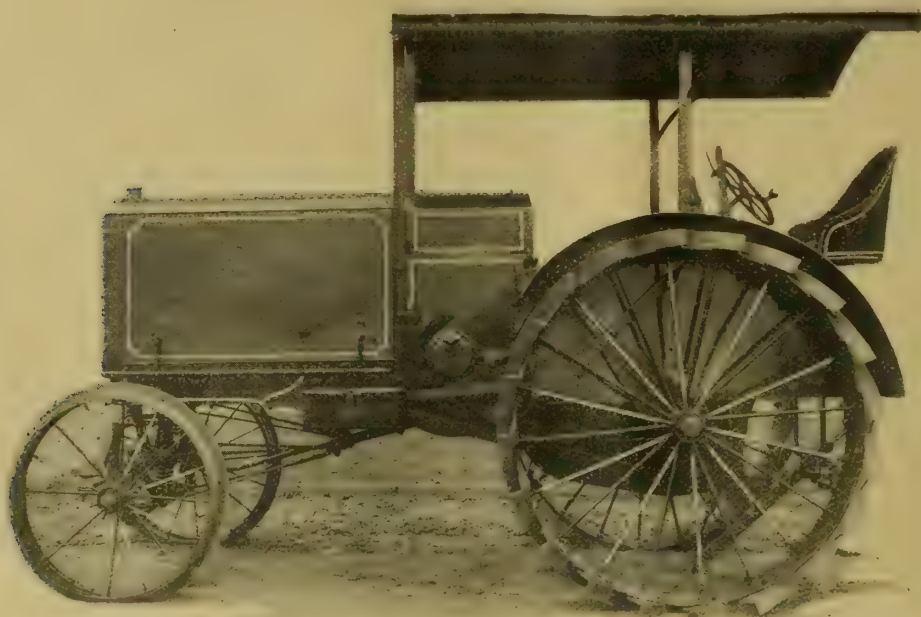
Australia is fully awake to the needs of agricultural education, according to Howard A. Treat, secretary to the commercial attache at Melbourne. At a recent conference appointed by the chamber of agriculture, in which was represented the educational department, the department of agriculture, the chamber of agriculture, and the council of agricultural education, the following recommendations were endorsed:

That agricultural scholarships should be provided to pupils at district high schools. That more specialist teachers of agriculture should be trained for high schools. That summer schools and refresher courses should be provided for teachers of agriculture. The group system of conducting agricultural teaching should be extended. The appointment of an inspector of agricultural education, such appointee to have the same status and salary as those of a senior inspector. The duties of such an officer would be: (a) To direct, organize, and inspect the teaching of agriculture in elementary schools; (b) to direct the development of a sound system of agricultural teaching in high schools; (c) to inspect and examine agricultural colleges for the purpose of university recognition; (d) to organize refresher courses and vacation schools for teachers of agriculture.

That a properly equipped school of agriculture be established at the university, and that the proposals recently made by the university council to the Government for the development of agricultural teaching at the university be adopted. That an outside board of examiners be appointed to work in conjunction with the staff of the agricultural college.

The La Crosse Happy Farmer tractor, Model "F," was awarded the first premium and decorated with a blue ribbon at the County Fair at Evansville, Wis., recently.

The plowing demonstrations were held on two days, three other tractors competing. The Happy Farmer finished first and without stopping from start to finish, burning kerosene only.



THIS TRACTOR IS EQUIPPED WITH A REVERSIBLE VARIABLE FRICTION DRIVE

Two main levers, the reverse lever and speed adjusting lever, give the operator complete control of the tractor. Throwing the reverse lever ahead brings the forward motion metal disk in contact with the fiber wheel and the tractor goes ahead. Throwing the lever back brings the backward motion metal disk in contact with the fiber wheel and backs the tractor. Six notches in the quadrant provide for six speeds, forward or reverse.

With the exception of differential bevel gears and pinions, all transmission gears of the Port Huron tractor are machine cut, all are enclosed in dust proof casings and all run in a bath of oil. Large gears are made of semi-steel, machine cut; differential bevel gears and pinions are open hearth cast steel; bull pinions, intermediate pinion and main pinion are open hearth cast steel, machine cut.

Specifications of the Port Huron:

Traction Speeds—Variable 17-8 to 4 miles per hour, ahead or reverse.

Belt Speeds—Variable 2,380 to 3,900 feet per minute over or under.

Transmission—Spur gear with variable reversible friction drive

Bearings—Babbitt and SKF self aligning ball.

Steering Mechanism—Screw and nut type.

Turning Radius—6 feet inside of inner wheels.

Frame—Made of steel channels, spring mounted in front axle.

Belt Pulley—14-inch diameter, 8-inch face, 650 to 1,065 r. p. m.

Plowing Capacity—Recommended for three 14-inch plows.

Wheel Tread—Front 52 inches, rear 56 inches.

Front Wheels—34 inches in diameter, 6-inch face.

Rear Wheels—56 inches in diameter, 10-inch face.



# WEBSTER

## TRI-POLAR OSCILLATOR

Nearly Half a Million Now in Service

This result has been brought about through performance of constant and rigid service.

In any complete index of American or Canadian manufacturers of stationary or portable engines, the WEBSTER Tri-Polar Oscillator will be found to be the one dominant type of ignition.

WEBSTER ignition equipment is the deciding factor in thousands of engines sales every

year. The demand for these engines is greater now than ever before.

Why not make this an asset in your business by using WEBSTER Tri-Polar Oscillators as regular equipment as this would add tremendous force to the demand for your engines.

Remember—"If it isn't a WEBSTER Tri-Polar, it isn't a real Oscillator."

**WEBSTER ELECTRIC COMPANY**

Racine, Wisconsin

## Agricultural Copy Man Wanted.

We have an opening for a high grade, experienced, successful writer of agricultural advertising copy, for the farm, trade and technical press. Not a war-time job but a permanent position for the right man.

Advertising Department

**International Harvester Company of America**

CHICAGO, U. S. A.

## Published Each Week

The Implement & Tractor Trade Journal is published each week in the year. It not only reviews all important matters the same as a monthly publication, but it adds the vitally important service of timeliness. The big happenings in the tractor-implement field are handled and commented on while they are *real news*.

52 Issues—\$2.00



## Farm and Road Tractor

## The Sensation of the Salina Demonstration

THOSE distributors who attended the Salina demonstration and who have not undertaken the distribution of any specific tractor, will be glad to learn that there is still open a limited amount of territory for Hession Farm and Road Tractors.

We need not detail the performance of Hession Tractors at the Salina Demonstration for those who spent that hot week in the Summer suns of Kansas. They know the remarkable performances of this remarkable machine, but for those who did not attend, we would like to very briefly recite just a few of the things the Hession did to gain the cognomen—"The Sensation of the Demonstration."

The Hession was the *lightest machine* pulling three plows—and it pulled those plows at the same depth as did other machines with one-half more motor rating.

The Hession plowed a 6-inch depth, with the temperature ranging from 106 to 116 degrees, without the motor overheating.

The Hession plowed an acre an hour, in hard gumbo-base soil, on 1 1/4 gallons of kerosene and 1 pint of cylinder oil.

The Hession then, in 30 minutes' time, was changed to a road tractor by removing the rear farm tractor wheels and replacing them with its rubber tired road tractor wheels.

Thus converted, it pulled four loaded wagons at a speed of 10 miles an hour, as compared to the four mile speed two horses would average with only one wagon.

We haven't the space to detail the many other Hession accomplishments, such as its ability to replace the stationary engine, its perfect performance for threshing, harrowing, mowing, harvesting, etc., but we do want to place the full facts in the hands of responsible, interested distributors in the territory we have open and we ask that you wire us immediately, at our expense, if you are in a position to handle a big proposition in a big way.

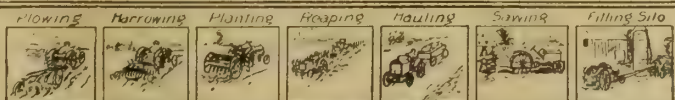
We will advise you by telegraph if your territory is open and make arrangement for conference as it is our intention to close up the entire United States just as soon as possible.

**Don't forget---Wire us today**

**Hession Tiller & Tractor Corporation**

29 Jewett Street

BUFFALO, N. Y.



**The Tractor Every Farmer Needs—the Most Useful Tractor Built**



# Tractor Parts and Accessories

## The SKF Ball Bearing Pyramid.

One of the most interesting exhibits which has been making its appearance at the tractor demonstrations and shows recently is that of the SKF Ball Bearing Co., Hartford, Conn. The exhibit is that of a number of



A SHOW ATTRACTION

bearings grouped in the form of a pyramid to show the range of size in which these bearings can be obtained. The outside diameter of the bearing at the apex is the size of a dime while the largest bearing is 22 inches in diameter.

## The Guide Tractor Lamps.

The Guide Motor Lamp Mfg. Co., Cleveland, O., has developed a special field tractor lamp which makes night plowing and other field work as efficient as daylight work. The lamp has been adopted as standard equipment on the Moline Universal tractors.

The lamp is known as the SunLite, is of special heavy duty construction, dust and water tight, and has a specially designed lens, patent applied for, which produces a broad clear field of light about 40 yards forward and



THE SUNLITE LAMP

spreading to about 60 feet at direct right angles with the tractor. The lamp has a front diameter of 7½ inches and can be furnished with prop standards, as well as extended arm types.



LAMP AND BRACKET

The company has also developed a special new type of heavy duty electric truck or tractor headlamp. It is the same size as the ones used on the Class "B" U. S. trucks. The feature of the special front lens in the light is that it is designed to project a wide clear ray of light directly on the

ground, eliminating the glare above the three-foot limit and with a 180 degree spread to the sides. It is dust, water and rattle proof. The brackets are the standard fork type of 6-inch centers but can be had in the Class "B" type of brackets.

## Tractor Now in High School.

Tractor operation, in addition to having been made the subject of college courses as a result of war conditions, has now found its way into the high schools. A course in the operation and repair of farm tractors will shortly be introduced in the high schools of California. Will C. Wood, commissioner of secondary education, announced at Sacramento recently, according to press statements.

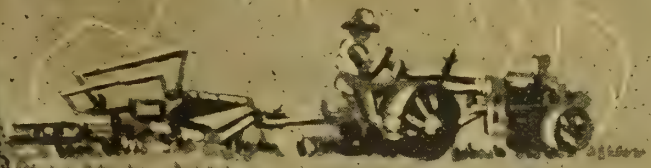
Traveling instructors will be used in teaching the tractor course, and especial attention will be given to the course in agricultural districts. It is proposed to devote about two weeks of the students' time to the study of the gas engine, and to follow this with practical work in operation and repair. The aim is to train the hundreds of boys who will be needed on the farms next summer on account of the shortage of older men.

## Artillery Tractor Up-to-Date.

Writing in the Saturday Evening Post of recent date under the subject of War and Science Floyd H. Parsons gives some very interesting information on the important part that the tractor is performing and is destined for in this war. The article in part is as follows:

Starting with the ordinary caterpillar farm tractor as a basis of development, engineers in our ordnance department have perfected a superior motor tractor that is now being furnished to our forces in France. In early tests this machine traveled over the roughest kind of ground at the rate of six miles an hour, at the same time dragging a 4.7-inch howitzer and caisson, which together weighed 10,000 pounds. On a level road a speed of 12 miles an hour was attained. This tractor is being built in three sizes; the smallest machine will handle the three-inch guns, the medium-sized tractor will haul six-inch guns and the largest motor will pull the fieldpieces of heavy caliber. To supply a requisite number of these tractors will be a job worth while, for our ordnance





## MOSLER VESUVIUS TRACTOR PLUGS

are designed to withstand the abuse of the Tractor Engine.

They have the Quality that gives the Service!

Neither heat, oil, water or excessive vibration will affect them.

**The Mica Insulation is Unbreakable**

These Plugs should be used in trucks and high-powered automobiles.

\$2.00 each—dealers, or write us.

**FREE**—"Mosler on Spark Plugs" a booklet which tells the right plug for every Tractor, Truck and Car.

**A. R. MOSLER & CO.**  
**New York**

*Contractors to the United States Government.*

**18 YEARS OF LEADERSHIP IN SPARK PLUG MANUFACTURE**

**To Dealers—** The market for *real* Tractor Plugs is growing tremendously. Write for the *Mosler Proposition* and share in this new source of profit.



experts estimate that approximately 25,000 tractors and double-drive trucks are needed for a full army of 1,350,000 men.

Our new tractors can be turned in their own tracks by using a withdraw clutch, which stops the traction chain on one side. They also possess another advantage in being armored—vital spots are protected by quarter-inch steel plate. For fighting in an area where there are no roads these new motors will undoubtedly prove their worth. They will prevent the enemy from having a breathing spell after the first three or four days of

fighting, and he will have very little opportunity to improve his position or to organize a counter offensive. When the time comes that the artillery can follow close at the heels of the infantry, a curtain of steel can be kept ahead of the men, and the rate of mortality will be less. This development will also mark the commencement of a new phase in the present war.

### Seek Aviation Mechanics.

At the Army Building at Fifteenth and Dodge streets, Omaha, Neb., there

will be for about two weeks, or until they obtain two hundred and fifty men, a board of examiners in charge of Lieutenant George P. Ames, from the Aviation Mechanics Training School, St. Paul, Minn. This school trains mechanics for the aviation section. Many of the students on completing their course are given an opportunity to go up in machines for short flights. Students that are well qualified may apply for examination for entrance to the ground school for training as aviators. Students are sometimes sent from this school to the officers' training camps for several other branches of the service.

In this school there are fourteen courses, for nine of which applicants are being examined. These courses are as follows: Airplane mechanics, airplane motor mechanics, cabinet makers, carpenters, coppersmiths, fabric workers, magneto repairers, motorcyclists and electricians.

The airplane mechanic course has to do with the making of airplane parts and repair work, putting these parts together to form the various units, assembling these to make the complete airplane, with lectures on the theory of flights and other matters pertaining to aerodynamics. For this course, men who are mechanically inclined and who have had some advanced mathematical and technical education are desired. For the airplane motor course men are sought who are thoroughly familiar with the principles of gas engines and have had several years' practical experience with various types of motors. For the other courses those well versed in the particular line will be considered.

Any man who is registered in the draft, except those in Class 1 who are qualified for general military duty, may apply. If he is acceptable the examining board will request his release from the Provost Marshal General, who will order the local board to release the man, and furnish him transportation to the Aviation Mechanics Training School, St. Paul, Minn. It takes about ten days from the day application is made until the order is received by the man's local board.

### Danger in One-Crop Method.

Letters from various parts of Louisiana to John M. Parker, Federal Food Administrator, bring complaints that owing to drouth the corn is already spotted, and there is danger of heavy depreciation.

To maintain the feed supply for Louisiana's live-stock industry, Mr. Parker advises that the farmers play safe and plant other crops in time to make sure of enough feed.

## The Manufacturer's Decision

Which will he put on  
Your Machine Next Season?

**T**HIS manufacturer hesitates in making his decision between these pulleys. The one at the right is a Rockwood Paper Drive Pulley (just as it looks after being in service.)

The one at the left is an ordinary "covered" pulley (just as it and all other "covered" pulleys look within a much shorter period of service). There is no doubt in his mind which pulley you ought to have, and which he'd like to give you.

He knows the Rockwood Paper Drive Pulley will give you better service and better satisfaction, on all your farm machinery.

Why, then, does he hesitate?

Because it costs a little more to buy the Rockwood Paper Drive Pulley than the ordinary "covered" pulley.

### Costs More to Buy—Costs Less to Use

But, you, as a dealer in farm machinery want to sell machinery that costs less to USE—because you, as a dealer, come into direct contact with the farmer who USES it. You are interested vitally in seeing that the farm machinery which you handle is the best that can be bought—and that its equipment is such that it will give the USER (your customer) the greatest possible satisfaction.

You, as a dealer, know that the Rockwood pulley will stand up under the severest of strains—that it will deliver all the power all the time—that it will not "strip" and cause shutdowns—that it will not cause the loss of valuable time—that it is practically free from repair expense. Therefore, it is to your interest, as a dealer, to handle Rockwood-equipped farm machinery. Help the manufacturer reach the right decision. See that you get a Rockwood Paper Drive Pulley on every

**Tractor Thresher Husker Huller Hay Baler**  
**Silo Filler Saw Mill Feed Mill**

The Rockwood Mfg. Co. 1942 English Ave., Indianapolis Ind.

# ROCKWOOD

## Paper Drive Pulley



## Saves Work of Fourteen Oxen.

Every year the tractor is tackling heavier jobs and "getting away" with them, proving to the world how the machine is going to save man and animal energy. A picture taken in Wisconsin shows a Turner Simplicity tractor, hitched to a 20-inch grub plow, turning over nine inches of Wisconsin sprout sod with the ease of a stubble bottom turning over wheat ground. This work, as everyone knows, requires tremendous power, but the tractor ripped up the tangled roots and only "coughed" a little harder when it hit a five-inch poplar stump, then tore it out with apparent relish for the job.

Confronted with this practical demonstration of what the tractor is capable of doing, the old-timer thinks almost with amazement of the days when this work was done with a similar plow, but with 14 or 16 head of lumbering oxen, stretched out over half the field. The job was a horse-killing one and mules were too light. The oxen tore the ground up some, too, but at a speed or rather lack of it that the up-to-date tractor plowman would treat with disdain.

Tractor salesmen and dealers are realizing more and more the value of the tractor in redeeming lands that are overgrown with brush, probably good land yet doing nobody any good, and are pushing their sales in this territory convincing the owners that a tractor and grub plow will soon put the land in tillable shape.

## An Industry Killed by War.

The war has been responsible for what is virtually the death of the sisal-growing industry in Queensland, it is stated in Land and Transport.

Sisal was first imported into Queensland in 1890, and about a quarter of an acre was planted at the St. Helena Penal Establishment, where the plant thrived remarkably well. Many thousands of young suckers were produced and distributed gratis in various parts of the state. Later scutching machinery was introduced and splendid fibre was the result. A quantity was sent to the Panama Exposition in 1915 and won the gold medal for sisal fibre in competition



TERRING UP A DIFFICULT PATCH OF WISCONSIN SPROUT SOD WITH A TURNER

with many of the older sisal-growing countries of the world.

Until a few years ago there was a considerable area planted to sisal in Queensland. There are now only about five acres of the plants in the state. The reasons are industrial troubles and the impossibility of shipping to England.

## Order 300 American Tractors.

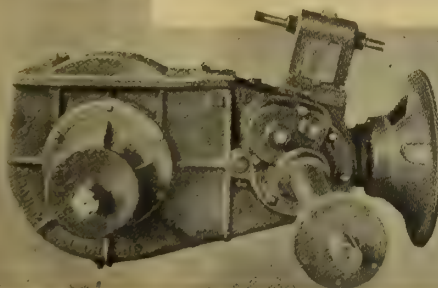
The American Engine & Tractor Co., Charles City, Ia., has just closed a contract with the Brehm-McMullen Co., distributors of Acme trucks, of Minneapolis, Minn., for 300 of the 15-30 hp. American tractors. The contract amounts to in excess of one-half million dollars.

## An Age of Specialization

In all lines of manufacturing, production is far behind demand, particularly in the farm tractor industry where every effort is being made to increase our food supply. Tractor builders are standardizing their product—are taking advantage of specialized tractor units, built outside and supplied to them complete ready for assembly. More and more they are calling upon us for Foote I-X-L Quality Gears and particularly for the complete Foote I-X-L Transmissions.

Realizing this trend of affairs we mobilized facilities for quick production and today are supplying a large majority of tractor builders with gears and transmissions. We welcome other tractor manufacturers who can use our specialized resources.

**Foote Brothers Gear & Machine Co., Chicago, Ill.**



## Trapping Trade

The dealer with a complete stock of Triumph Game Traps can expect a good Fall and Winter business.

**WILL IT BE YOU?**

**STOWE**  
KANSAS CITY



## The Disk Plow That Holds To The Furrow



When you offer an Oliver horse disk plow to a farmer customer you can tell him about the ability of this plow to stay in the furrow and maintain an even depth in all parts of the field. His practical experience will make him realize the full value of this important feature of an Oliver horse disk plow.

You have a strong point that appeals to your customers when you explain to them why it is that an Oliver horse disk plow returns quickly to its proper position in the furrow when an obstruction throws the disks out of the ground.

Many other features of exceptional merit give you an opportunity to convince your farmer friends of the real worth of Oliver horse disk plows.

Complete information and a profitable agency contract is obtainable at the nearest branch.

**Oliver Chilled Plow Works**  
Plowmakers for the World

Kansas City, Mo.    Omaha, Neb.  
Dallas, Texas

# The Plan for the 1919 Wheat Crop

The extensive campaign planned by the Government for an increased 1919 wheat harvest is outlined in a statement issued by the Department of Agriculture in part as follows:

"A national plan for a great Liberty wheat harvest in 1919 is announced by the United States Department of Agriculture. American farmers are asked to sow to winter wheat this fall not less than 45,000,000 acres—an increase of 7 percent over last year's sowing—and the department suggests that an even greater area, approximately 47,500,000 acres—an increase of more than 12 percent over last year—could be sown if conditions are especially favorable in all the states and would better meet the needs of the allied nations at war.

"From the smaller acreage a harvest of 636,000,000 bushels might be expected, it is estimated, and from the larger acreage 667,000,000, based upon an average yield of 15.7 bushels an acre and an abandonment of 1 percent of the area sown on account of winter kill. The plan fixes definite acreages by states, and in a campaign to be launched immediately by the department and the state agricultural colleges and leading farmers throughout the country growers will be asked to make good their state quotas. The recommendations regarding the planting of spring crops and regarding live stock will follow later.

"In announcing its wheat-production program the department considers the growing needs of this country and its allies for this essential food. The last crop report forecast a 1918 harvest of 890,930,000 bushels of winter and spring wheat. Although this forecast is gratifying, it is pointed out that the reserve supply or carry over of wheat this year is practically exhausted and is the smallest on record. The need of building up reserves of wheat is evident. It is pointed out that although this country produced a small wheat crop in 1917, the total exports of wheat in excess of imports, including flour in terms of wheat, amounted to approximately 100,000,000 bushels for the year ending June 30, 1918. This is in comparison with 178,000,000 bushels exported in 1917, 236,000,000 bushels in 1916, and 331,000,000 bushels in 1915. It was only possible for the United States to export wheat in large quantities in 1915 and 1916 because of the large wheat crops of 1912-1915, which

gave this country an accumulation of stocks of this grain. The 1916 and 1917 crops both were smaller than any crops since 1911, and, besides this, there was a greater demand for seed wheat and an increasing population."

The table of acreage of winter wheat suggested for the various states for 1918 is as follows: The figures indicate thousands.

State.	Minimum acreage suggested 1918	Acreage sown, 1917
New York .....	525	512
New Jersey .....	101	99
Pennsylvania .....	1,575	1,530
Delaware .....	153	146
Maryland .....	774	737
Virginia .....	1,536	1,463
West Virginia .....	373	355
North Carolina .....	1,238	1,179
South Carolina .....	283	270
Georgia .....	449	428
Ohio .....	2,340	2,145
Indiana .....	2,920	2,645
Illinois .....	2,934	2,602
Michigan .....	941	941
Wisconsin .....	112	112
Minnesota .....	89	89
Iowa ..	600	450
Missouri .....	3,100	2,875
South Dakota .....	182	164
Nebraska .....	3,674	3,135
Kansas .....	9,479	9,479
Kentucky .....	1,047	952
Tennessee .....	924	840
Alabama .....	151	144
Mississippi .....	40	36
Texas .....	1,730	1,622
Oklahoma .....	3,264	3,254
Arkansas .....	302	288
Montana .....	775	775
Wyoming .....	88	84
Colorado .....	485	462
New Mexico .....	275	270
Arizona .....	46	44
Utah .....	256	244
Nevada .....	5	5
Idaho .....	377	302
Washington .....	754	422
Oregon .....	590	562
California .....	513	489

United States ..... 45,000    42,170

States that have suffered from drouth conditions are not asked to increase wheat acreage, but if generally favorable conditions obtain it is expected that increases will be shown in those States. In Michigan, Wisconsin, Minnesota, and South Dakota a larger increase of winter wheat acreage is not suggested because of heavy increases suggested for rye.

## Is This Our Salina?

"Salina's fire department has gone out on a strike because the council refused to inaugurate a double shift," says the Kansas Notes in the Kansas City Star, "and the city's traffic patrolman has quit for a better job."



# JOHN DEERE PLOWS

## MAKE BETTER SEED BEDS AND LAST LONGER



Sizes 2, 3 and 4 Bottom

Before contracting for your  
1919 requirements you  
should consider the many  
advantages contained in the  
full-line John Deere Contract

Each line of Implements is made in different John Deere Factories by designers who have made a life study of the particular Implements they design.

John Deere Plows are the result of eighty years of successful plow-making experience.

John Deere Tractor Plows are equipped with high and level power lift—no sprockets or chains about lifting mechanism.

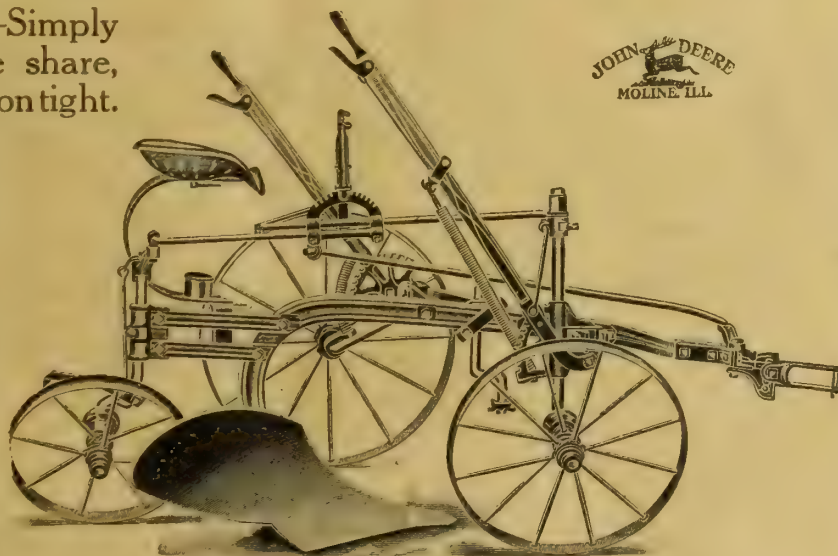
Bottoms reach full plowing depth immediately when lowered and maintain this depth uniformly while plowing.

Quick Detachable Shares—Simply loosen one nut to remove the share, tighten this nut and the share is on tight.

Extreme clearance between Moldboards and beneath beams.

Beams guaranteed not to bend or break. Hitch easily adjustable for any standard tractor.

John Deere Horse Drawn Plows have the same superior construction and material in their make up as the tractor drawn plows.



Stag Sulky

They are very easily operated and after years of use can be adjusted and made to run the same as new.

# JOHN DEERE PLOW COMPANY

KANSAS CITY, MO.





## Liberty Loan Halts Sales

### Many Dealers Give This as an Excuse For Smaller Orders.

Omaha-Council Bluffs, Sept. 13.—While the tractor business is good in this territory, many of the jobbers say they could take care of more orders if they had them. This is a condition different from that prevailing last spring when at times the houses could not get tractors from the factories fast enough to supply the demand.

The present condition, however, jobbers say, is not due to any lack of interest on the part of the farmers in tractors themselves, as the tractor has absolutely come to stay and has established itself as a definite and highly important factor in modern and intensive farming, but due rather to two distinct conditions confronting this particular branch of the trade at this time.

These two conditions are the near approach of the Fourth Liberty Loan drive, and the greatly increased tractor output of the factories themselves.

Many of the wholesalers have come up against this Liberty Loan proposition as a definite cause of necessary retrenchment on the part of dealers who were otherwise ready and willing to stock up with a big order of tractors, which they

felt they could have disposed of in a reasonable length of time this fall.

One Omaha wholesaler gave his experience in seeking to place five tractors with one dealer out in the territory. The dealer was willing to take them on but said:

"They have sent me word that my quota of bonds will be \$3,000, and that means I will have to raise that amount of money for the government to help finance the war this fall. I would be pleased to take five more tractors into stock, but under the circumstances I can only take three of them."

As to the increased output of the factories, it is well known that while the government is limiting the steel allotments for the manufacture of various products, it was notably liberal with allotments to the tractor industry, as the manufacture of tractors was recognized as second in importance only to the manufacture of the big guns so far as winning the war is concerned. This had its effect naturally in the increased production of tractors, and it is now that the trade is beginning to notice this abundance of tractors on the market.

However, while this condition is noticeable, it is not alarming, and the trade as a whole is pretty well satisfied with the steady demand for tractors, for fall plowing is in progress and tractors are daily moving out into the territory in good order.

### Rains Put Ground in Good Shape.

Omaha and most of Nebraska enjoyed an all-day rain Tuesday, Sept. 3. It was not a heavy rain, but a steady drizzle, and the implement trade was well pleased

with it, as it put the ground in better shape for fall plowing, in better shape for the seeding of fall wheat, and made the fall pasture prospects much better than they had been.

While some alarmists have been talking of a failure of the corn crop in Nebraska the time has come when it can be pretty definitely said that the state will have a fairly good corn crop except in spots, and in those spots the corn is being cut in time to make excellent fodder. On the other hand, the demand for corn cribbing material, which is now being shipped out in healthy quantities, and the steady demand from the northern half of Nebraska and South Dakota for corn shellers, indicates the situation.

### Mid-West Assures Big Convention.

The Mid-West Retail Implement Dealers' Association will hold its annual convention in Omaha Nov. 13-15, inclusive. This year will probably mark the biggest convention ever held under the auspices of the association. As usual the Omaha Auditorium has been engaged for the three days of the convention, and the headquarters of the body will be at the Hotel Rome during the week.

Considerable amount of exhibit space at the Auditorium has already been sold to implement manufacturers and jobbers, and Secretary James Wallace says at the rate space reservations are coming in, it will not take many more days to sell the entire Auditorium space. As the tractor has been chief among the implement interests for the last year, a floor will be given over to tractor and heavy machinery exhibits.

A lively program is being arranged. Since the first of the year the membership of the association has been greatly increased, and a large attendance is assured during convention week.

A number of dealers who have joined since the first of the year have found the association always willing to take up any matters pertaining to freight rates and many other questions arising from the peculiar position in which the country has been placed since its entrance in the war.

For any information regarding the convention or association matters, a letter addressed to Secretary James Wallace, 224 South Main street, Council Bluffs, Ia., will bring the information back by return mail.

### Demonstration at Coleridge.

A tractor demonstration was held at Coleridge, Neb., Friday and Saturday of last week, Sept. 6 and 7. This was the first demonstration of the kind in that part of the state, and was well attended by the dealers and farmers of the north-eastern part of the state. Quite a representative line of tractors was exhibited and a good demonstration field was provided.

### Changes in Moline Force.

G. C. Lawder, who has been traveling the Iowa territory for the Nebraska Moline Plow Co., has resigned his position. David Wortman, who has traveled the territory in the vehicle business for years, will take Mr. Lawder's place.

George F. Peters also has taken a position as a new traveler for the Nebraska Moline Plow Co. Mr. Peters formerly lived in Peoria, Ill.

C. O. Oliver, who has long traveled the Bonesteel line as far as Winner, S. D., for the Nebraska Moline Plow Co.,

# S - M - C

# ASBESTOS

# Brake Lining

meets every tractor duty—does not burn, glaze or crumble.

S-M-C is closely woven, of highest quality asbestos, with friction wire interwoven. Compressed to exact size by massive steel rollers, after being treated with the S-M-C Special Compound, which makes it resist heat, water, oil or gasoline.

Before you buy brake lining, or transmission lining look for the letters S-M-C, your guarantee of

## Safety Made Certain

and of continuous, efficient service from your tractor.

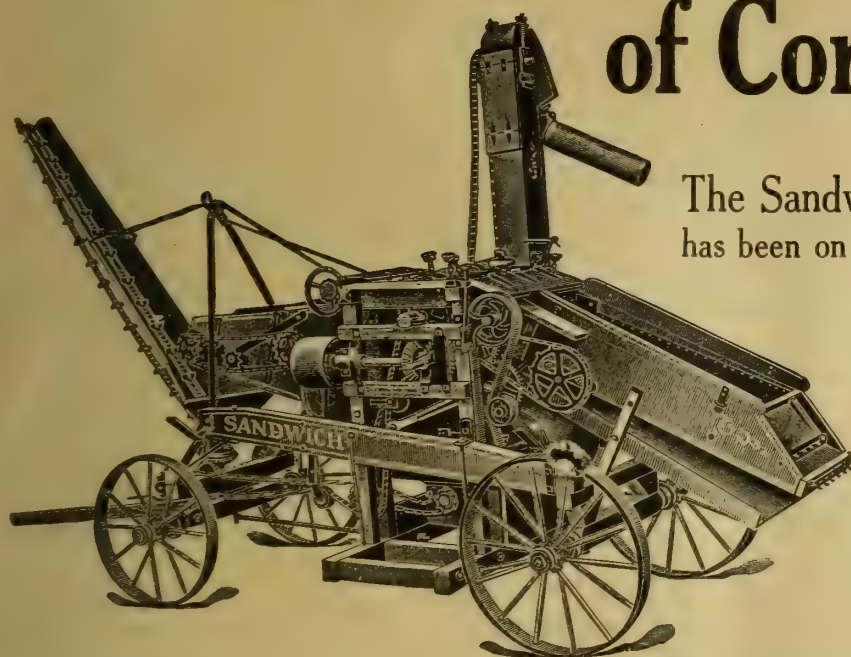
# Staybestos Mfg. Co.

5549 Lena Street  
Philadelphia

The "Modern" Factory—Equipped to Make All Widths Up to 6 Inches



# The Sandwich Line of Corn Shellers



The Sandwich line of Corn Shellers has been on the market for over sixty years.

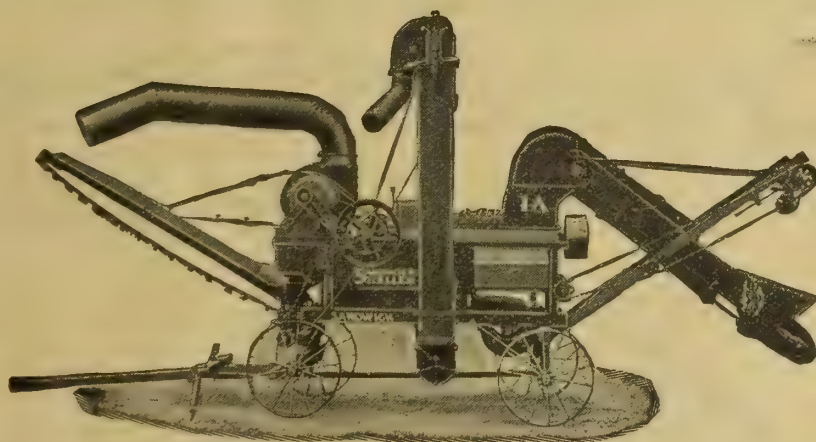
Their construction is the best that brains and material can develop.

Sandwich Spring Shellers are built in Two, Four, Six and Eight-hole sizes. These machines may be operated either by Belt or Horse Power.

Sandwich Shellers range in capacity from 10 bushels an hour to 1200 bushels.



Sandwich Cylinder Shellers have been on the market for many years and have proved as satisfactory as the Spring Sheller type.



CYLINDER SHELLER TYPE

*We Manufacture a Full Line of Cylinder Shellers Suitable for Shelling Snapped Corn*

**Sandwich Manufacturing Company**  
Sandwich, Illinois, U. S. A.

**Branches: Kansas City   Council Bluffs   Cedar Rapids   Peoria**



has resigned, and is succeeded by J. D. Stanton, who formerly sold the Dearborn trucks in this territory. Mr. Stanton lives in Omaha.

### Father of G. N. Hypse Dies.

G. N. Hypse, manager of the T. G. Northwall Co., Omaha, was called to Wakefield, Neb., last week by the death of his father, Gus Johnson, aged 95. Mr. Johnson came to Nebraska from Illinois. Mr. Hypse has returned to Omaha.

### Omaha Day at State Fair.

Omaha day at the Nebraska State Fair at Lincoln was celebrated Thursday, Sept. 5, and thousands from Omaha attended, including many implement men who went particularly to see the fine farm machinery exhibit there this year. Many drove to Lincoln in their cars, as the distance is only 55 miles. The railroads at the request of the state fair board made a special rate of 2¼ cents per mile on round trip tickets.

Among the Omaha and Council Bluffs implement men who attended on Omaha day were: A. E. Waugh, manager of the Sandwich Mfg. Co., Council Bluffs; James Wallace of Council Bluffs, secretary of the Mid-West Retail Implement Dealers' Association, and W. E. Flynn, manager of the Council Bluffs house of the International Harvester Co.

Many of the implement men did not wait for Omaha day to make the trip. W. A. Hayden, manager of the Stover Mfg. Co.; Lee Madden, assistant general sales agent of the company, here from Freeport, Ill.; C. C. Neff, manager of the New Idea Spreader Co., and Rome Geise of the firm of Wallace & Geise of Council Bluffs, attended during the week.



ST LOUIS

## Orders Larger This Year

### Dealers Have Ceased to Complain About the Advance in Price.

St. Louis, Mo., Sept. 13.—Business in farm machinery holds up well, everything considered. It is said there is no trouble in closing contracts where the dealer had sold out his stock last year, and in many instances larger orders than last year are being placed, as there is much encouragement given the farmer to raise larger and better crops. A case in mind is the recent proclamation of the President fixing a price for next year's wheat crop which is eminently satisfactory to the grower. Dealers no longer complain about the prices they have to pay for farm machinery, but have become reconciled to the new order of things.

The demand for tractor plows and tractors continues, as fall plowing, which has been delayed longer than for many years past, is now being rushed, the recent rains having put the soil in perfect condition for such work. The value of the tractor on the farm for plowing on a large scale is realized in the emergency more than ever before, and while under the old method it would be impossible to finish the work before cold weather interferes, it is the intention this year

to put a record acreage into wheat in Missouri and Illinois with the aid of the tractor and tractor plow. Much of the corn which was badly damaged by the hot and dry weather is being cut for silage and the land will be sown to wheat.

Grain drills are also going quite well, the demand being far ahead of what it was last year. Harrows, seeding machinery, fertilizer drills, corn binders and feed grinders are also receiving attention.

### Dry Weather Hurts Crops.

Growing crops in this section of the country received a severe setback by the dry and hot weather, corn and cotton being hit the hardest. While rain came too late to materially benefit corn, all forage and late truck crops are doing better. The corn crop will be much less than was promised early in the season, the loss in some localities being almost total, and this is being cut for silage and fodder. On the other hand, most of the crop is unusually early, which insures maturity before killing frosts in the fall.

If the weather continues favorable, as appears likely at present, the quantity of merchantable corn will exceed that of last year, although the total quantity probably will be smaller. Threshing of oats is about completed, but the movement to market is restricted by the heavy marketing of wheat, which is given the preference by the Food Administration.

### Mexico to Buy Farm Machinery.

Pastor Rouaix, secretary of agriculture of Mexico, who, with a party of

# Crescent Plow Shares

## Leaders—In Forge and Furrow



Reverse Side of Regular Style Share. Note the wide REINFORCED POINT and WELD.



Crescent reinforced Shares are made by specialists in share production from the finest grades of steel for the purpose. They are made in more than 1,000 patterns to fit all makes of plows.

Every share is tested before leaving our factory and a perfect fit is guaranteed.

*Sold by All Jobbers of Implement and Blacksmiths' Supplies.*



**Crescent Forge & Shovel Co.**

Havana, Illinois





# WIZARD

## Oscillating Magneto



### Will Help You Sell More Engines

There are several vital factors which have caused a great increase in sales of engines equipped with WIZARD Oscillating Magnetos. Here are a few of them:

**First**—WIZARD'S simplicity of design and sturdy one-piece construction.

**Second**—it is built of the highest grade materials by expert workmen.

**Third**—it is adaptable to every type of stationary or portable "gas" engine, with make-and-break ignition.

**Fourth**—its simple mechanical operation produces a big, dynamic electric spark every time the magneto armature oscillates.

**Fifth**—its hot, fat sparks start an engine instantly—no hard cranking—and run it smoothly and steadily.

**Sixth**—it is dust, oil, water and trouble-proof. Weather has no terrors for WIZARD.

**Seventh**—in severest use on tens of thousands of engines it has proved supremely reliable and efficient.

**Eighth**—it saves fuel, increases power and is so free from trouble that engine owners everywhere attest to its dependable, satisfying service.

The result is that dealers selling WIZARD equipped engines find sales easy to make and buyers become boosters. It meets fully the farmer's needs for a powerful, practical ignition unit for his engine.

Order all your engines equipped at the factory with WIZARD Oscillating Magnetos and watch sales and satisfaction increase.

*Engine makers, dealers and owners!—consider us "at your service" on all matters pertaining to gas engine ignition efficiency.*

### The Hercules Electric Co.,

2153 Northwestern Ave., Indianapolis, Ind.

Makers of WIZARD Magnetos, both direct and alternating current, for all makes and sizes of engines. Send for catalogs.





other Mexican officials, was in St. Louis stated that the Mexican government will soon purchase \$1,000,000 of farm machinery and hardware in the United States. He said that following his return to Mexico a survey will be made in every state to ascertain the approximate number of tractors, plows, etc., needed in Mexico, and then the Government, acting as a general agent, will buy the goods outright and sell them at cost to the farmers on the installment plan.

### New Agencies Established.

The agency in the St. Louis district for the King trailer, made by the King Trailer Co., Ann Arbor, Mich., has been taken by the Barnett Sales Co., Assistant Sales Manager Murfey visiting St. Louis to close the contract.

The closing by his company of the agency in the St. Louis district for the United States line of trucks, made by the United States Motor Truck Co., Cincinnati, O., is announced by W. A. Meletio, president of the Meletio Auto Service Co. of St. Louis.

The Scudder Motor Truck Co. of St. Louis has taken the agency for the Warner trailer, manufactured by the Warner Mfg. Co., Beloit, Wis.

Harry Newman of St. Louis reports that his firm arranged at the recent tractor demonstration at Salina, Kan., for the distribution in the St. Louis district of two makes of tractors, a caterpillar and a four-wheel product.

The agency in the St. Louis district for the Crow-Elkhart line of automobiles, made at Elkhart, Ind., has been taken by the Welling Motor Co.

The Southwest Nash Motor Co. has taken over the distribution of Nash pas-

senger cars and trucks in St. Louis territory. The new organization will be operated as a factory branch, with H. H. Quigley as manager.

The Briscoe Motor Sales Co. will hereafter handle the Sandusky farm tractor, manufactured by the Dauch Mfg. Co., Sandusky, O., and has also taken the agency for the Universal farm lighting plants made by the Universal Products Co., Oshkosh, Wis.

### Buggy and Wagon Conservation.

P. E. Ebrenz of the Reliance Buggy Co., St. Louis, and chairman of the executive committee of the Carriage Builders' National Association, takes exception to the statement that the War Industries Board had condemned the buggy and spring wagon to one and two styles respectively, and says the board acted upon the recommendation of the carriage builders themselves in their effort and desire to conserve material, particularly steel products as much as possible. The committee representing the entire industry voluntarily conferred with the conservation division of the War Industries Board with the result that the recommendations offered by that committee were accepted without change.

So far as the demand for buggies is concerned, Mr. Ebrenz says, it is only necessary to refer to the output of buggies and spring wagons for the year ending July 1 last, totalling over 400,000, 40,000 of which were made in St. Louis. With nearly 25,000,000 horses and mules in the country the buggy manufacturers need not worry about the demand for buggies for some time to come.

### Government Takes Ford Branch.

The assembling plant, service station

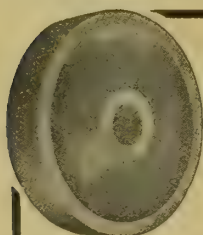
and offices of the St. Louis branch of the Ford Motor Car Co., a five-story building covering half a city block, is now in the hands of the United States Government as a warehouse for war supplies. All Ford cars destined for St. Louis territory are now shipped from the Chicago assembling plant.

If New York and Chicago do not hold their annual automobile shows in January, it is announced that St. Louis will also abandon its spring show of passenger automobiles.

Recent incorporations in St. Louis include the following: Dri-Kure Retreading & Tire Co., with a capital stock of \$3,000; Bober Auto Parts Corporation, to manufacture a patent, automobile fender, with a capital of \$100,000.

F. W. A. Vesper of St. Louis, president of the National Automobile Dealers' Association, reports a gratifying increase in membership in all parts of the United States. In one week nearly 600 applications were received, 250 coming from the Chicago district. The offices of the association will be moved from Milwaukee to St. Louis.

A committee to canvass the holding in St. Louis this fall of a truck, tractor and trailer show is now considering the matter. The committee is investigating various sites to see whether there is any building in St. Louis large enough to accommodate such a show. It has been suggested that the show be held under a tent, the cost of which would be comparatively small. It is urged that the date for the show be fixed as early as possible.



Steel for Service

## The Test of Service

A tractor engine undergoes more severe service than either an automobile or motor truck engine as it works at full load practically all the time, and at maximum (not rated) capacity much of the time. Consequently it must be about two and one-half times as strong and reliable as the motor truck engine and nine times as durable, for heavy duty service, as the automobile engine.

The gears which transmit this maximum power to the tractor wheels or crawlers must, therefore, be well designed and of sufficient strength and durability to withstand this unusually severe service. With ordinary gears whenever a breakage occurs it is always in a rush season when delay is vexatious and costly.

Gears made from Carnegie Steel Company Rolled Steel Blanks are admirably suited for heavy duty service as they are of uniform strength throughout. They wear three to seven times as long as a cast steel gear, and if properly heat treated, they never break.

It is a wise policy for a manufacturing concern that is building for a permanent business to use the best materials that reasonable service demands be used. Many tractor manufacturers, with a keen vision of future possibilities in the tractor field, are building gears made from Carnegie Rolled Steel Blanks into their tractors.

Specify gears cut from Carnegie Rolled Steel Blanks on your next lot of tractors.

The mark of  
quality



It protects the  
user

# Carnegie Steel Company

General Office, Pittsburgh, Pa.





From Now On

# P. J. Downes Motor Company

2110 Grand Avenue  
Kansas City, Missouri

are Exclusive Representatives for Kansas,  
Oklahoma and the west half of Missouri for

## Renfrew Cream Separators

Secure the *Renfrew* Agency Now  
for Your Town and Territory

*The Renfrew* gets more Business for the Merchant because it gets more Cream for the Dairyman.



*The Renfrew* is easiest for the Dealer to Demonstrate and easiest for the User to Operate.

*The Renfrew's* Exclusive Features make sales Easy, its Satisfactory Service makes sales permanent.

A *Renfrew* is **never** returned for failure in performance. A Renfrew User always returns for another Renfrew when he needs an additional Separator.

*The Renfrew Agency* will add prestige to your entire business and increase sales in every line of goods you handle.

Write for Renfrew Catalog and Specially Favorable Terms to Dealers.

# The Renfrew Machinery Company, Ltd.

Milwaukee, Wisconsin





## Avery Co. Makes Changes

### W. M. Grumbein to Be Assistant Manager in K. C. Territory.

Kansas City, Mo., Sept. 14.—W. M. Grumbein within the next 30 or 60 days will assume the duties of assistant manager of the Kansas City offices of Avery Co., according to an announcement made by Manager E. J. Anderson. Mr. Grumbein for the past five years has been a traveler in the western Kansas territory for Avery Co., making his home at Great Bend, Kan.

Mr. Grumbein succeeds A. B. Hamer, who has resigned from the Avery Co. sales force. Mr. Grumbein's successor has not yet been appointed. A. F. McGraw, who for the past two years has been traveling the northwest Missouri territory, has been transferred to the southwest Kansas territory with headquarters at Wichita. Mr. McGraw succeeds W. B. Powell, who after four years on the Kansas territory, has resigned to join the sales force of the Kansas City Four Drive Tractor Co.

Fred Langley, for a number of years connected with the West Motor Car Co. of Topeka, has been placed in charge of the southwest Missouri territory. Mr. Langley will make his headquarters in Kansas City.

On account of the increasing business of the Kansas City offices additions are



being made to the office force and H. A. Schofield has been placed in charge of a new accounting department. Mr. Schofield was formerly in charge of the traffic department. The company is arranging for show room space on the first floor of its building, the offices will remain on the seventh floor.

### P. J. Downes Sells Renfrew Line.

The P. J. Downes Motor Co., 2110 Grand avenue, has contracted to distribute the line of cream separators made by the Renfrew Machinery Co., Milwaukee, Wis. The company will distribute the Renfrew line in western Missouri, Oklahoma and Kansas. The line is well known and established in this territory and for the past four years had been handled by the Acme Harvester Co.

### Stowe Adds a New Traveler.

Sidney F. Stine has accepted a position with the sales force of the Stowe Supply Co. Mr. Stine formerly traveled for the Parlin & Orendorff Plow Co. With the Stowe company he will travel the Arkansas territory.

### A New Idea Man Injured.

An X-ray examination of W. F. Wilson of Newton, Kan., traveler for the New Idea Spreader Co., who fell from a train at Hutchinson, Kan., several weeks ago, shows that he suffered a compound fracture of the pelvis. Mr. Wilson will be off the territory for several weeks.

### Crop and Sales Conditions.

There is still a heavy demand for drills and drill repairs, the demand continues for the seven inch drills. Dealers, however, are being compelled to take the wider drills now. Harrow sales of some companies are good. Sufficient rain for the present time has been had in the greater part of the territory. Reports from Colorado tell of one of the best crop conditions of any of the states in this territory.

Roy Downing, Wichita, Kan., southwest Kansas traveler for the Associated Mfrs. Co., was in the city this week.

B. L. Rees, sales manager for the International Harvester Co. in the southwest district, was in the city Friday.

G. L. Hall, manager of the Denver branch of the Emerson-Brantingham Implement Co., was in the city for two days this past week.

E. E. Dye, manager of the New Idea Spreader Co., has returned to his offices after a several weeks illness as a result of inflammatory rheumatism.

W. L. Randel, division sales manager for the Emerson-Brantingham Implement Co., left Tuesday for a two weeks' trip in the Wichita territory.

Ira T. Wait, manager for the Stover Mfg. & Engine Co., has returned from Lincoln, Neb., where he was in charge

of the Stover state fair exhibit. The Stover company will exhibit at Hutchinson, Kan., next week.

Dealers and buyers in the city this past week included: J. E. Burns, Ingalls, Kan.; Otto Kuether, Ramona, Kan.; Mr. Farrar, Pawhuska, Okla.; G. B. Pence, King City, Mo.; S. E. Jerard, Belton, Mo.; Wood Price and Thomas Miller, Everest, Kan.; E. P. Hawkins, Amsterdam, Mo.; T. O. Lines, Neodesha, Kan.; L. O. Krum, Lenexa, Kan.; M. Heinline, Butler, Mo.; F. G. Harrison, Richmond, Mo.; R. P. Simpson, Dunavant, Kan.; George Boyd, St. Marys, Kan.; Mr. Lincoln, Burlington Junction, Kan.; Clayt Lehman, Newton, Kan.; Perry Hayes, Atchison, Kan.; J. B. Webb, Moseley, Mo.; Mr. Webb, Bates City, Mo.; O. E. Connell, Trimble, Mo.; J. T. Frazier, Cameron, Mo.; Phillip Behrend, Herington, Kan.; D. O. Caudry, Coffeyville, Kan.; W. D. Harrison, Belton, Mo., and L. D. Kauffman, Garden City, Mo.

### Resourceful.

We've a resourceful nation. An American girl in Paris once halted her millionaire father before a jeweler's shop in the Rue de la Paix and pointed to a tiara surmounted by a coronet.

"Pa, buy me that!" she said.

"Buy you that?" her father chuckled.

"Why girlie, you've got to be a duchess to wear that."

The girl tossed her head.

"You buy it," she said. "I'll find the duke."—Chicago Tribune.

### Where She Had Been.

Little Ethel—When did you come back, Mrs. Walker?

Mrs. Walker—Come back, dear? I haven't been away!

Little Ethel—Well, mummy said you had. She said you had been at loggerheads with your husband for over a week.—St. Louis Times.

## RUSTICENE

Trade Mark Reg'd—Pat. Off. Wash.

### LOOSENS METAL JOINTS

Bolts, nuts, pins, thumb-screws, spring-clips, knuckles, shaft-bearings and turn-buckles are readily released following the application of a few drops of RUSTICENE from an oiling can.

Free from acids or alkali; will not injure metal, rubber, wood, leather or fabrics; dissolves rust, verdigris, red or white lead, ammonia scale, paint, tar or grease.

### A Farm NECESSITY!

Works Instantly!

(Non-inflammable)

THIS IS THE BIGGEST OPPORTUNITY FOR RETAIL DEALERS TO MAKE QUICK, CLEAN PROFITS. Rusticene enables farmers to keep implements and tractors in good condition without "expert" help.

Gramoline Co., Ltd.,

11 So. LaSalle St., Chicago

## New Harvey Bolster Spring

Patented February 1, 1916

Write for description of these wonderful New Bolster Springs. Made like finest auto springs; they ride easy with a light load and raise the box but a few inches. A trial order will convince you of their superiority.

HARVEY SPRING & FORGING CO.  
Manufacturers of Vehicle Springs  
RACINE - Box 46 - WISCONSIN



Showing Spring without Load



Showing Spring with Load






**EMPRESS**  
Brass and Steel Grease and Oil Cups

Built For Service

Catalog V Upon Request

Fig. 200—PLAIN  
Fig. 5539  
Fig. 5539

**BOWEN PRODUCTS CORPORATION**  
Successors to Bowen Mfg. Co. Auburn Division, AUBURN, N. Y.



**BUCKEYE**  
ELECTRIC  
House Pump  
For Suburban and City Residences

Automatically Controlled  
Noiseless in Operation  
Efficient

Equipped with Hyatt Roller Bearings. Internal Gear and Main Shaft are automatically oiled. Rubber Faced Valves. Repulsion Induction Type Motor, especially designed for this class of work. Capacity 180 gallons per hour. Write for bulletin and prices today.

Manufactured by  
**Mast, Foos & Co., Springfield, Ohio**  
Box E-10



**Baldwin Roller Chains**

are made of carefully selected steel, especially suited for the severe service on tractors, by an organization with the longest experience in the trade and with the best facilities.

The chains are detachable at every link and easily repaired.

**Baldwin Chain and Manufacturing Co.**  
WORCESTER, MASS.




**ALLWORK ALWAYS**

**The Light Allwork Tractor**  
Burns Kerosene

**Bringing Big Sales—Generous Profits To Dealers**

**T**HE Light "Allwork" Tractor is built for all around work in any season of the year. Powerful for heavy plowing—light enough to get out on wet land in early spring or on a soft seed bed for harrowing and seeding—low enough for orchard cultivating—plenty of power for belt work. Here is the *practical* light-weight, high-power farm tractor. Free from freakish features—runs on four wheels; carries the largest 4-cylinder engine we know of on any 3-plow tractor. It sets crosswise on the frame, thus giving direct spur gear drive—no bevel gears. Belt pulley is on direct line with crank shaft.

4 cylinders, 5 in. bore, 6 in. stroke, 750 R. P. M., develops 28 H. P. at belt and 14 H. P. at drawbar. Automobile type front axle, roller bearing rear axle—self-oiling steel gears thoroughly protected from dust. Weighs 5000 lbs. Develops 3000 lbs. drawbar pull and 4000 lbs. on low gear.

Burns kerosene. Turns in 12-foot radius—pulls three plows (will pull four under favorable conditions)—will run 18-inch silage cutter, 28-inch separator—pull an 8-foot road grader. Gasoline or kerosene fuel. Two-speed transmission working in oil.

Our advertising is creating a splendid demand for the "Allwork"—and its superior merits are increasing dealers' sales of the "Allwork" in every section where it is introduced. We allow dealers generous commission and absolutely *protect* each dealer in his territory. We have some vacant territory. Write for dealers' terms, etc.

**ELECTRIC WHEEL COMPANY, Box -A, QUINCY, ILL.**

	<b>Spring</b> Plow, harrow, drill, pull manure spreader, cultivate orchards, etc.	<b>Summer</b> Pulls binder, hay loader, drives clover huller, threshers, plows, etc.
	<b>Autumn</b> Run silo filler, corn sheller, baling press, Plow, haul loads, etc.	<b>Winter</b> Run wood saw, feed grinder, pull stumps, general belt work, hauling.

**Pressed Steel Tractor Frames**  
Heavy Stampings

Let us help to reduce your costs by increasing your production through the use of *Pressed Steel Frames*.

Send us your blue prints. Our engineering department is at your disposal for suggestions and estimates.

**Detroit Pressed Steel Co.**  
Detroit, Mich.





## THESE PROFITS FOR YOU

**B**ACK of En-ar-co satisfaction to customers is a high-powered co-operative selling plan. These two vital factors assure selling success. They assure big profits and a permanent business.

### En-ar-co National Motor Oil En-ar-co Motor Grease

These lubricants never fail to satisfy. Tractors, Automobiles, Trucks, Motor Boats, Gas Engines and Aeroplanes give better service and last longer when lubricated with En-ar-co products.

### Investigate Now

Fill out and send the coupon today. Get full details of our dealer plan. Learn of the special advertising offer featuring the FREE En-ar-co Handy Oil Can. Get all this information now—today!

#### THE NATIONAL REFINING CO.

Branch Offices in  
77 Cities

#### General Offices:

1683 Rose Bldg.

Cleveland,  
Ohio

SENT  
FREE

The  
National  
Refining  
Co.,  
1683 Rose  
Building,  
Cleveland,  
Ohio.

Please send me a sample Handy Oil Can. detailed information about En-ar-co lubricants and complete proposition to dealers.

Name .....

Business .....

City .....

State .....



## Grain Movement Was Heavy

Fact That Car Supply Is Exhausted Shows Size of Wheat Supply.

Minneapolis, Minn., Sept. 12.—The movement of grain from the interior to the terminal markets has been so rapid that there is already a shutting down of country elevators, which have become filled and cannot ship for lack of cars. As there was a good supply of cars to start the crop, it indicates a very heavy grain movement. This means that a large amount of money has already become available to farmers for their grain. Collections with retail dealers should be earlier than common, and it is urgent that they push collections. The need to get in all the outstanding money possible is great, since the terms available on accounts are being reduced in different lines, while the inducement for cash is such that it cannot be ignored. Indications are that the fall collections, outside the stricken sections, will be ample and early. Even in the sections suffering damage from drouth, the yields have proved better than was expected, and the returns will be fair.

The annual Minnesota state fair has brought in a great many farmers and dealers, with the usual visit to the wholesale houses. The old-time policy of attempting a showing of a general line of implements at the fair has long been abandoned in favor of confining the general line showing to the sample floors of the different houses. This allows the salesmen to be on hand instead of having to divide the organization and have part at the fair and part at the house.

The corn crop has made excellent advances, and although there have been frosts during the past week, the bulk of the crop has made sufficient progress to be ahead of the freezing and a fairly good crop is the result. This will mean a good grade of corn for seed as well as for other purposes—something that has not been generally the case for the past two seasons.

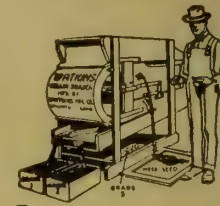
### Slight Cessation in Orders.

There is a little letup in orders during the harvest and marketing period, although fall plows, wagons, grain elevators, shoveling boards, and similar articles in need at this time are receiving some attention from the retail trade right along. There has been a great deal of plowing done already this fall, but the demand still keeps up. The announcement of a fixed price for next season's wheat, on the present basis, will encourage wheat growing, especially if it continues to appear likely that the end of the great war shall be in sight.

### Interest Shown at State Fair.

The 1918 state fair at Hamline, between Minneapolis and St. Paul, was a great success. The tractor display was a good one, and very representative. Although the customary field demonstration was dropped, there were a number of demonstrations by individual concerns, and they commanded much atten-

tion. The implement specialties were rather scattered, since they were not displayed as a class of exhibit, but were placed wherever the exhibitor secured space. They were numerous, and commanded more than usual interest. The shortage of labor has made an unusual interest in labor saving devices of every sort, and farmers showed close attention



## Watkins Grain Grader

Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

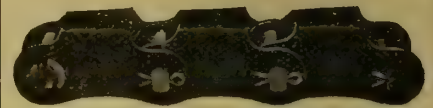
Large Capacity

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

Watkins Mfg. Co. 242 South Wichita St.  
WICHITA, KANS.



## "The Chain of Double Life" Union Steel Rivetless Chains

The TROUBLE-PROOF and DURABLE Tractor Chains with the large CASE HARDENED Steel Bearings.

Roller Chains, Bushing Chains, Plain Cast, Chilled Rim or Cut-Tooth Sprockets. Prompt deliveries.

The Union Chain & Mfg. Co.  
SEVILLE, OHIO

## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year.

Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing.

We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws. Write AERMOTOR CO., 2500 Twelfth St., Chicago

## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—

There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within safe, easy, quick reach of clerks and stock-keepers—it saves unlimited time and gives your customers better service.

Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

F.E. MYERS & BRO.  
ASHLAND OHIO.





**T**HE most modern annealing furnaces and equipment, combined with careful attention to this part of our process, insures the easiest possible machining qualities in Michigan Steel Castings.

Try them—not now, but  
after the war is won.

# **MICHIGAN**

## **STEEL CASTINGS**

MICHIGAN STEEL CASTINGS COMPANY, DETROIT, MICH.



to everything of this nature. The war features of the fair were highly interesting and as a whole the display was considerably better than the average.

C. C. Hout, of the Roderick Lean Mfg. Co., Mansfield, O., was in the city during the past week. He renewed the contract with Lindsay Bros. Co., who are exclusive agents for their goods, except a tractor disk.

## CULLMAN SPROCKETS AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver, Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand.

Catalog

CULLMAN WHEEL CO.

1347 Altgeld Street, CHICAGO



## Sheet Metal Stampings

Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding. Estimates cheerfully furnished on your requirements

**The Bossert  
Corporation**

UTICA, N. Y.

## Hayes CENTER-DRIVE PUMP JACK No. 2



Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the

5, 7 and 9-In. Stroke Back Geared 5 to 1

cheapest jack—special features unequalled at any price the one compelling pump jack value. You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

**HAYES PUMP & PLANTER CO., Galva, Ill**

## ANSWERS

### This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### B381 for Endgate Seeder.

C. F. EWERT, Columbus, Neb.: We think Whirlwind is jobber's brand for the Hoosier endgate seeder which has B381 loose flange working with B380 chain wheel with clutch on main shaft to run sower. Repairs can be obtained from the International Harvester Co., Omaha, Neb.

### Manure Loaders.

PHILIP BEHREND, Herington, Kan.: The L. T. Crutcher Warehouse Co., Kansas City, Mo., handle manure loaders.

### Repairs for Miller Spreader.

WM. A. WERCKLE, Peoria, Ill.: Do not think it is possible to get repairs for Miller spreader as the Blair Motor Truck Co., Newark, O., advised in 1917 that the manufacture of these machines was discontinued three years previous and after the repairs they had on hand were exhausted it would be impossible to get others.

### Repairs for Stickney Pump Jack.

OTTAWA HARDWARE CO., Ottawa, Kan.: Your order for one No. 1861 arm and No. 1876 boxing for Stickney pump jack has been sent to Harris Bros., Chicago, Ill., for handling.

### No. 636 for Sulky Plow.

HANLON MACHINERY CO., Sterling, Kan.: No. 636, wheel box, we find is for the Wild Irishman plow made by the Kingman Plow Co. and we have asked the Martin & Kennedy Co., Kansas City, Mo., to send you the box by parcel post at once.

### No. 2523-B for Drag Harrow.

THE C. F. PANTLE HDW. CO., Marion, Kan.: Your order for ten pieces No. 2523-B for drag harrow, like sketch, has been sent to the J. I. Case Plow Works for attention.

### Repairs for Bumper Disk.

E. C. MADDOX, Laverne, Okla.: Your order for two each DH78-R, DH79-R, DH80-L and 81-L for bumper disk has been sent to the Janesville Machine Co., Kansas City, Mo.

### SU241 Grease Cup.

IRA ABILDGAARD, Oxford, Kan.: Your order for one SU241 grease cup for rear furrow wheel of sulky plow has been sent to the Bucher & Gibbs Plow Co., Canton, O., for attention.

### Nos. 1494 and 1418 for Harrow.

STEWART & STEWART, Pratt, Kan.: Your order for a full set of boxings for harrow having numbers 1494 and 1418 on boxings has been sent to the American Seeding Machine Co., Springfield, O.

### No. 10-R for Hay Rake.

MARRIOTT GRIFFIN HDW. CO., Geary, Okla.: Your order for one only 10-R with dog for hay rake with ratchet X57, has been sent to the B. F. Avery & Sons Plow Co., Kansas City, Mo., for filling.

ROWE & ALBRIGHT, Athol, Kan., want to get repairs for the Peru five-hoe spring drill.

### Repairs for Corn Planter.

C. G. SMITH, Selden, Kan.: No. 3830 is seed plate, 8 small holes; 3677 is ring gear; 4032 is ratchet and 6-tooth sprocket for clutch; 3802 is cover for seed corn on corn planter, repairs for which can be obtained from J. I. Case Plow Works, Kansas City, Mo.

### Silberzahn Ensilage Cutter.

J. H. ARNOLD, Blue Mound, Kan.: The Gehl Silberzahn ensilage cutter is made by the Gehl Bros. Mfg. Co., West Bend, Wis. It is handled by the Beatrice Creamery Co., Topeka, Kan.

### B 213 for Cane Mill.

HARDIN SUPPLY CO., Hardin, Mo.: We cannot locate a cane mill with Box B 213. The Eclipse mill made by C. S. Bell Co., Hillsboro, O., has a small roll bottom

box No. 213, but this does not have the "B" preceding.

### SB 17 for Clod Crusher.

ED THOMAS HRUBESKY, Schuyler, Neb.: No. SB 17 X is a bracket or hanger for clod crusher made by Dunham Co., Berea, O. The John Deere Plow Co. of Omaha formerly handled the Dunham line but if they have discontinued same, they will advise us who does handle it.

### WHO KNOWS ABOUT THESE?

F. L. HUMPAL, David City, Neb., wants to know where he can secure the name of a dealer handling a plow with boxing for wheel numbered 5374.

PRAIRIE HOME MERC. CO., Prairie Home, Neb., wants to locate a concern making lever harrow having part No. T. H. 2.

MR. J. FRIMANN, Chapman, Neb., is desirous of locating a firm making lever harrow with Nos. H 53 and H 16 on handle.

BAKER MFG. CO., Evansville, Wis., wants to locate the manufacturer of the Winner ball bearing lawn mower.

MCCARTHY HDWE. CO., Mankato, Kan., wants to locate a gang plow having casting with No. V 75.



**Clamp Storm Aprons**  
ADJUST TO ANY SIZE DASH  
SIX STYLES—ALL GOOD!

Ask For Catalog No. 22

**Bayles Vehicle Top  
and  
Trimming Co.**  
KANSAS CITY, - MISSOURI

**LEWIS VALVES**  
CAN'T BE BEAT

The Lewis Steel Products Company!  
4080 Detroit Ave.  
TOLEDO - - - OHIO

## Cannon Oilers

are absolutely under  
the control of the user.

Be sure you are selling  
the

**CANNON  
OILER**

None genuine  
without this  
name stamped  
on side of can.  
Do not be de-  
ceived by cheap  
oilers made to  
resemble the  
CANNON.

Manufactured  
by

**The Cannon Oiler Co.**

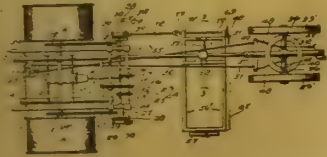
Successor R. E. BLOOMER,  
Keithsburg, Ill., U. S. A.  
Mfr's. The Original and Genuine  
"Cannon Oilers"



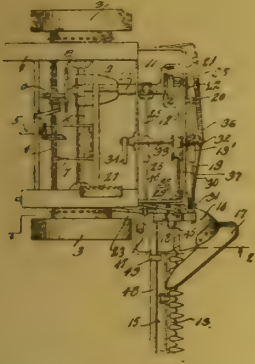


# Implement and Tractor Patents Issued August 6, 1918

1,275,123. COMBINED TRACTOR, BINDER, AND PLOW-TRUCK. LEONARD BROWN, Webb City, Mo.; Mary A. Brown administratrix of said Leonard Brown, deceased. Filed Jan. 3, 1917. Serial No. 140,441. (Cl. 180—1.)



1,275,062. CUTTER-BAR MECHANISM. ROBERT H. McNEES, Nyssa, Oreg. Filed June 17, 1916. Serial No. 104,247. (Cl. 56—74.)



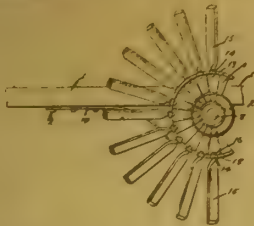
1,274,447. PLANTER. JOHN H. REED, Lancaster, Wis. Filed Sept. 6, 1917. Serial No. 189,991. (Cl. 111—25.)



1,274,432. CORN-HUSKING MACHINE. NORDAL MIMELSON, Meckling, S. D. Filed Sept. 10, 1915. Serial No. 50,067. (Cl. 130—6.)



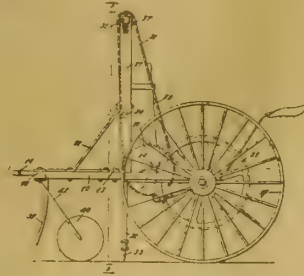
1,274,710. SELF-CLEANING TRACTOR-WHEEL. RUSH E. HAMILTON, Geyserville, Cal., assignor to Hamilton Tractor Company, San Francisco, Cal., a Corporation of California. Filed Apr. 27, 1916. Serial No. 94,032. (Cl. 21—215.)



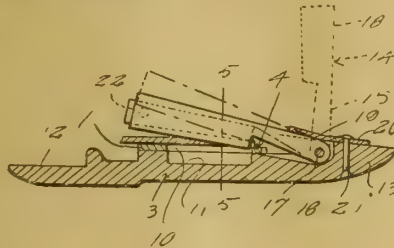
1,274,473. MECHANICAL TRACTOR FOR AGRICULTURAL PURPOSES. FRANCIS MARK WALLER, Stamford, England. Filed Apr. 14, 1917. Serial No. 162,154. (Cl. 180—27.)



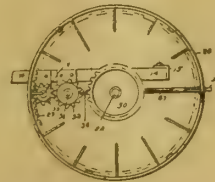
1,274,876. STALK-CHOPPING MACHINE. GEORGE W. GULLETT, Meigs, Ga. Filed Jan. 16, 1917. Serial No. 142,745. Renewed June 1, 1918. Serial No. 237,833. (Cl. 55—63.)



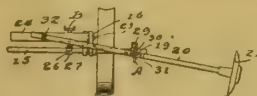
1,274,659. MOWER-KNIFE SHARPENER. JAMES W. ALEXANDER, Old Church, Va. Filed Nov 17, 1917. Serial No. 202,559. (Cl. 56—43.)



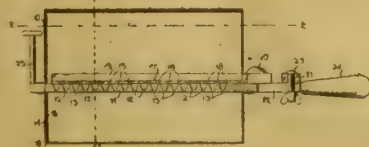
1,274,574. TRACTOR ATTACHMENT. RICHARD W. MUMMS, Des Moines, Iowa. Filed Aug. 9, 1917. Serial No. 185,397. (Cl. 180—16.)



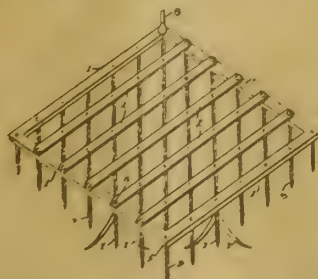
1,274,954. ATTACHMENT FOR CORN-PLANTERS. LAWRENCE W. STUART, Orchard, Iowa. Filed Feb. 9, 1918. Serial No. 216,368. (Cl. 97—83.)



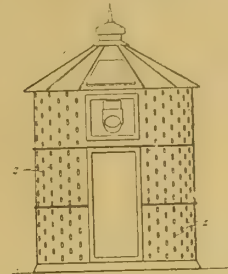
1,274,855. SEED-PLANTER. FREMONT B. CHESBROUGH, New York, N. Y. Filed Sept. 22, 1917. Serial No. 192,762. (Cl. 221—119.)



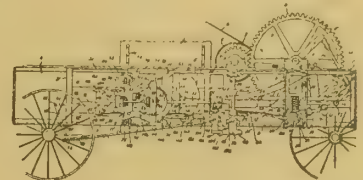
1,274,586. HARROW. CARL PETERSON, Hume, Cal. Filed Jan. 10, 1917. Serial No. 141,598. (Cl. 55—3.)



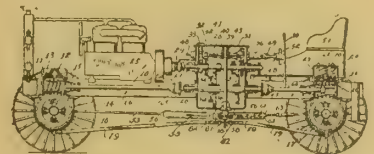
1,274,868. GRAIN-BIN. CALVIN C. FOUTS, Middletown, Ohio, assignor to The C. C. Fouts Company, Middletown, Ohio, a Corporation of Ohio. Filed Oct. 5, 1916. Serial No. 123,885. (Cl. 189—3.)



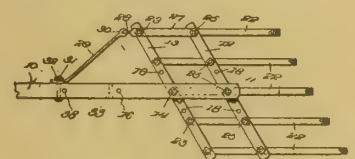
1,274,682. BALING-MACHINE. WALLACE CASWELL, Cherokee, Iowa. Filed Oct. 29, 1915. Serial No. 58,676. (Cl. 100—20.)



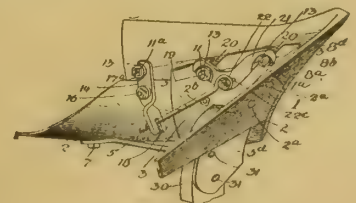
1,274,434. STEERING AND STARTING MECHANISM FOR TRACTORS. WALTER S. MORTON, Harrisburg, Pa. Filed Oct. 30, 1915. Serial No. 58,828. (Cl. 180—81.)



1,274,806. HARROW. GILBERT H. FERGUSON, Samanatha, Ala. Filed Dec. 3, 1917. Serial No. 205,060. (Cl. 55—29.)



1,274,815. PLOW. FRED W. A. TECHMER, La Crosse, Wis. Filed Sept. 17, 1913. Serial No. 790,152. (Cl. 97—18.)



1,275,071. EXTENSION STEERING DEVICE FOR TRACTORS AND AUTOMOBILES. LEWIS MONSON, Decorah, Iowa. Filed Mar. 8, 1918. Serial No. 221,175. (Cl. 21—192.)





## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## There Are a Lot Like Him.

"Your honor," said the arrested chauffeur, "I tried to warn the man, but the horn wouldn't work."

"Then why didn't you slacken speed rather than run over him?"

A light seemed to dawn on the prisoner. "That's one on me," he answered. "I never thought of that."—Case and Comment.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—One New Mogul 10-20 Tractor and 3-Bottom Oliver Plow. G. L. Bennett and Son, Green Ridge, Mo. 8-24-3t

**For Sale**—A clean stock of farm implements and harness business. Must be sold in clearing up an estate. Quick action required. Stock will invoice at about \$6,500.00. Address H. S., Implement & Tractor Trade Journal. 8-31-3t

**For Sale**—One 10-20 Mogul Tractor with lugs, steering device and friction clutch pulley. One 3-14-in. bottom Moline Power Lift tractor gang. Brand new at \$1050.00. F. O. B. Evely, Iowa. We are both in the draft. HOPER & KETELSEN, Evely, Iowa. 8-31-3t

**For Sale**—Clean stock of hardware, implements and harness; town of four hundred in excellent Kansas farming community; operation of the U. S. Selective Draft only reason for selling. Address O. H., care Implement & Tractor Trade Journal. tf

**For Sale**—Mailing list of about 500 farm truck and tractor prospects living in Nebraska, Colorado and Wyoming. Those are prospects I have seen within the last four months while canvassing for farm machinery. Address Box 413, Sterling, Colorado. 8-31-3t

**For Sale**—One 6-hole Sandwich Sheller, mounted with 21-foot extension feeder, run three seasons. One Heider tractor out about 7 years but in good condition. One 8-foot endless belt. Will take \$500.00 for a quick sale. We are both in the draft. HOPER & KETELSEN, Evely, Iowa. 8-31-3t

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

**Must Sacrifice Good Implement Business**—Through the operation of the selective service, I am called to the colors, and must sell a fine and growing hardware and implement business located in a large trading territory. The stock will invoice about \$25,000. This is an exceptional opportunity to take over a strong going business with a future. Address inquiries without delay to 108, Implement & Tractor Trade Journal. tf

**For sale or trade**—Good clean implement and garage business with about \$10,000 stock of standard goods. Good building, value \$5,000. Only implement business in town serving large territory. My business on sales from September 4th, 1917, to September 4th, 1918, amounts to \$55,000. Sell for cash or trade for good farm in Northeastern Kansas for about equal value. This is no trading stock. C. A. J., care Implement & Tractor Trade Journal. 9-14 4t

## POSITIONS WANTED.

**Position Wanted**—By an executive of ability and experience—20 years as sales

## PUTTING IT UP TO FRED



Wife: "If that proves to be a U-boat, Fred, and it comes to the surface, I want you to do your bit."—Life.

manager and manager of credits and collections in one of the largest implement houses. Address 112, care Implement & Tractor Trade Journal. tf

**Wanted**—Experienced tractor and implement salesman desires a change. Has broad acquaintance with dealers throughout Central Western States. Best of references. Address G. R., care Implement & Tractor Trade Journal. 9-14 3t

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

I would like to hear from Manufacturers or Jobbers desiring an experienced and efficient salesman who can sell any general line connected with Implement Accessory to Automobile trade. Reliable references. Address Personal, 312 Ogden Street, Denver, Colorado. tf

**Position Wanted**—Experienced Sales Manager for small Manufacturer desires a change. Many years' experience with Tractors and Power Machinery. Have broad acquaintance with Jobbing Trade throughout Central, Western, Southern and Southeastern States. Take a delight in introducing and promoting sales of new machines with merit. Correct habits. Good references. Address B. A. T., care Implement & Tractor Trade Journal, Kansas City, Missouri. tf

**Wanted**—Position with Implement and Hardware Concern; 7 years practical experience; can handle any part of the business; am expert repair man in any of the lines handled in hardware and implements, such as cream separators, gas engines, tractors, pumps and windmills. Can also do some tin work. Will guarantee to deliver the goods. Am strictly temperate; 27 years of age; married; with family; in Class 4. Can read and write the Scandinavian language. Address F. J. N., care the Implement & Tractor Trade Journal. tf

## HELP WANTED.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Wanted**—Competent bookkeeper by full line implement house; one capable of analyzing accounts and settlements. Make application by letter, stating age, experience and salary. Address 115, Implement & Tractor Trade Journal. tf

**Wanted**—By an Iowa jobber, an experienced shipping clerk who is capable of taking entire charge of shipping department, including stock record keeping, of a general line of agricultural implements, repairs and supplies. Address Iowa, care Implement & Tractor Trade Journal. tf

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. tf

**Wanted**—Complete files of Implement &

## A Mistake.

Tommy Atkins—'Ere, I say, orderly, I've got pains all over me an' all I'm gettin' is two or three little tablets a day.

Orderly—That's all right, my man; the medical officer is treating you for gastritis.

Tommy—Gastritis! I bloomin' well knew something was wrong. Why, I ain't been gassed.—Boston Transcript.

Tractor Trade Journal for the years 1913, 1914, 1915, 1916 and 1917. Reasonable price will be paid for complete files for any one or all of these parts. Address C. J., care of the Implement & Tractor Trade Journal. 8-24-6t

**Wanted**—By Old Line Farm Machinery Tractor Company—Assistant to Bookkeeper; one who can use typewriter and write shorthand and able to furnish good references. Salary \$75-\$85 to start. Good opportunity for advancement. J. I. C. 700 S. 17th St., St. Louis, Mo. 9-14 3t

**Wanted**—Cream Separator Salesmen for all territory; good men who know the trade and can get the business with a well known, well advertised line that is being sold with great satisfaction by the very best dealers in all of the U. S. and Canada. Steady position with good salary and bonus. Give full particulars in first letter or come and see us. SWEDISH SEPARATOR COMPANY, 515 So. Wells St., Chicago, Ill. 7-20-EOW-12-1

## MISCELLANEOUS.

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota. 9-7-2t

**High Grade Salesman**—With Implement selling experience. Must know Missouri Implement Dealers. Proven sales record required. Must possess liberal supply corpuscles of achievement. Outline the territory you are familiar with. Attractive proposition. Confidential. CUSHMAN MOTOR WORKS, Lincoln, Nebraska. 9-7-2t

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf

**For Sale**—18-D Appleton silo filler; three 14-inch 3-bottom La Crosse tractor plows; one 5-bottom Oliver tractor plow; one 12-inch Rowell cutter; six single fan endgate feeders; one 30-60 Big Four tractor. Priced right for immediate sale. Green Bros., Lawrence, Kan.



Published Weekly  
Implement Trade Journal Co.  
Kansas City U. S. A.

Carl W. Hertel, President  
Fred Milburn, Vice-Pres-Treas.  
Geo. F. Massey, Secretary  
Hal H. Clark, Advertising Director

# Implement & Tractor Trade Journal

Established 1886

**Omaha**  
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A. E. Long, Mgr.

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**New York**  
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OMAHA

KANSAS CITY

MINNEAPOLIS

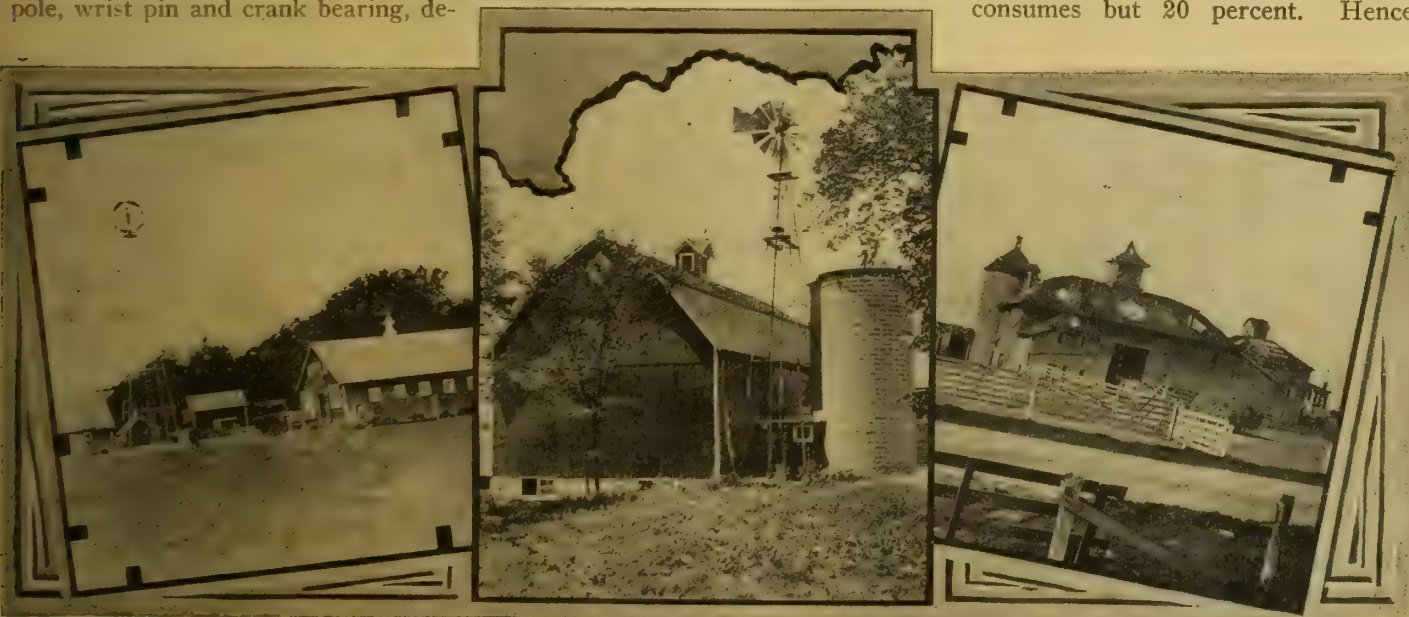
## Knowledge for Windmill Buyers

By J. S. Baker

President, Baker Mfg. Co., Evansville, Wis.

duces the cost of pumping to load the engine the same as it reduces the cost of hauling, to load a wagon, in carrying produce to the market.

the engine itself. Also, observe that the hit-and-miss gasoline engines pump from two to three times as much water with a gallon of fuel as the volume-governing kerosene engine. The reason for this is that the volume-governing engines consume 40 percent as much fuel at no load as at full load, and the hit-and-miss engine consumes but 20 percent. Hence,



PROPER CONSTRUCTION OF THE WINDMILL IS ONE OF THE FIRST AND MOST NECESSARY THINGS ON THE AVERAGE FARM

creasing breakage, reducing friction and permitting the mill to run in light winds.

If a pump jack is to be used, buy a cylinder with a 14-inch barrel and use it on the 10-inch stroke. This is very important when pumping with an engine, as is shown later.

If much of the pumping is done with an engine, install the largest cylinder that can be pumped by hand using the shortest stroke of the pump handle. (Of course, it is not advisable to install a larger cylinder than the well can supply). The reason for using a large cylinder and a long stroke when pumping with an engine is to give the engine a load. It re-

A 3-inch single acting 6-inch stroke pump making 40 strokes per minute and lifting water 50 feet requires only .16-hp., while a 4-inch single acting 10-inch stroke pump making 35 strokes per minute on the same lift requires .40-hp.—two and one-half times as much.

The following table shows approximately the gallons of water each of three engines of standard makes will pump on a gallon of fuel driving the above pumps.

Please observe that the large pumps about double the water on a gallon of fuel that the small one does. The reason for this is that a large part of all the fuel burned is required to turn

volume-governing engines are very wasteful in fuel on very light loads like farm pumps. On a 50-foot lift any one of these engines loaded to its capacity will pump 15,000 gallons of water with one gallon of fuel.

—50-foot lift—  
3-in. cyl. 4-in. cyl.  
6-in 10-in  
stroke. stroke.  
40 35

Engine used.	Fuel.	strokes.	strokes.
1½-hp. hit-and-miss...G.	6,000	11,000	
3-hp. hit-and-miss....G.	5,200	10,500	
3-hp. Vol.-governing.K.	2,000	4,800	

It is very important to use a good sized well pipe. A small pipe is objectionable for two reasons: (1) it adds water friction, which wastes



power, and (2) it necessitates giving the water a more rapid motion on each stroke, which requires the application of unnecessary force to the sucker rod.

The resistance which water offers to changing its speed is called inertia and it increases very rapidly as the size of the pipe is reduced. The inertia of the water in a 1-inch pipe requires sixteen times the force applied to the sucker rod to overcome it as when a 2-inch pipe is used, cylinder diameter and strokes per minute being the same with both pipes. It is inertia of the water that pulls a pump loose from the platform and causes much wear and breakage. If you will use pipe one-half of the diameter of the cylinder, you will do away with most of the inertia.

Inertia increases with the length of the pipe. If the water after it leaves the pump is discharged through a long pipe, the inertia can be greatly reduced by keeping the water moving at a uniform speed. Both a good air chamber and a pump which discharges a part of the water on the down stroke will help to accomplish this.

Some people seem to think that a small pipe makes easy pumping because the weight of the water in the pipe is small. This is a mistaken idea. It makes pumping hard because of the increase in water friction and inertia. Leaving out of consideration the friction and inertia, the force required to raise the pump plunger depends on its size and the distance the water is lifted. It does not depend on the weight of water in the well pipe.

The pressure generated by the water in a  $\frac{1}{4}$ -inch pipe 100 feet high connected to any ordinary wood barrel with two hands will burst it, while nearly any old barrel will stand the pressure generated by a 6-inch pipe ten feet high; yet the water in the 6-inch pipe weighs forty times as much as in the  $\frac{1}{4}$ -inch, but the pressure generated by the  $\frac{1}{4}$ -inch pipe is ten times as great as that generated by

## CHEAPEST POWER OF ALL



After all, the windmill delivers the cheapest power on earth. To be sure, it cannot be applied in a practical way to large units, although several years ago an enthusiast in Texas announced he had developed a plowing machine that would run by wind power. But his "invention" never got beyond one or two plowing accounts in the Sunday papers. For pumping water from the viewpoint of economy, however, the windmill has never been excelled.

the six-inch because it is ten times as high.

Table No. 1 shows roughly the load on the wrist-pin of an 8-inch stroke windmill operating a 3-inch cylinder, lifting water 150 feet and pumping through eighty feet of pipe. There are three figures in each column. The top one is the strokes per minute, the middle figure the corresponding wrist-pin load when  $\frac{1}{4}$ -inch pipe is used, and the bottom fig-

ure when  $\frac{1}{2}$ -inch pipe is used. The figures not only show the lighter wrist-pin loads resulting from using a  $\frac{1}{2}$ -inch pipe, but also the great danger of breakage if the mill runs too fast.

It is a better investment to put your money into large pipe than into a windmill spring. Both accomplish the same results but the large pipe does it without springs and moving parts, and saves power.

If you are putting in a new windmill and you decide that you will not change your pump, then you can determine the proper stroke for your windmill by multiplying cylinder diameter by lift in feet, and using Table No. 2.

For example: Suppose that you have a ten-foot steel mill, a three-inch cylinder and eighty-foot lift. The product then is 720. In the table you find that the ten-inch stroke of a ten-foot steel mill is good for a product of from 1 to 800. The table also indicates that it requires the four-inch stroke of an eight-foot steel or the six-inch stroke of a ten-foot vaneless mill.

When pumps are fitted with pipe one-half the diameter of the cylinder, we recommend the following speeds for pumps:

5 -in stroke—50 strokes per minute  
 $7\frac{1}{2}$ -inch stroke—40 strokes per minute  
 10 -inch stroke—35 strokes per minute  
 12 -inch stroke—32 strokes per minute  
 15 -inch stroke—29 strokes per minute

If smaller pipes are used, slower speeds must be used.

In order to determine the smallest engine or electric motor which will operate a pump satisfactorily, make the following multiplication and use the table below:

Cylinder Diameter by Cylinder Diameter by Length of stroke in inches by strokes per minute by lift in feet.

Hp. of engine or motor.	Single Acting Pump	
	0	0
$\frac{1}{2}$	to 200,000	to 333,000
$\frac{3}{4}$	to 300,000	to 500,000
$1\frac{1}{2}$	to 600,000	to 1,000,000
3	to 1,200,000	to 2,000,000
5	to 2,000,000	to 3,333,000

The above table assumes that a double acting pump has an efficiency of 57 percent (or about 75 percent has to be added to the actual power of lifting the water for friction losses of pump and jack) and that an engine or motor works 60 percent of the time in driving a single acting pump.

Table No. 1.

Strokes per minute.....	20	30	40	50	60
Load on Wrist-pin— $\frac{1}{4}$ -in. pipe.....	358	462	597	774	990
Load on Wrist-pin— $\frac{1}{2}$ -in. pipe.....	344	425	537	678	858

Table No. 2.

	Back Geared Steel Windmills					Vaneless Windmills	
	5-foot	7-foot	8-foot	10-foot	12-foot	10-foot	12-foot
Long stroke.....	0	0	0	0	0	0	0
	to 200	to 400	to 500	to 800	to 1125	to 600	to 900
Short stroke.....	200	400	500	800	1125	600	900
	200	400	500	800	1125	600	900
	270	535	670	1070	1500	800	1200
Middle stroke...	to 400	to 800	to 1000	to 1600	to 2250	to 1200	to 1000



# Remarkable Results Achieved in Oil Tests

HOLLAND'S Letter in a recent issue of the Wall Street Journal recounts a remarkable oil test which was recently completed. The article is self explanatory of the importance of the results achieved and is as follows:

A cable dispatch from London which was printed recently in a New York newspaper stated that a message from Geneva, Switzerland, to one of the leading London newspapers contained the following assertion:

"A Hungarian diplomat who is living in retirement here publicly

stated recently that the enemy was striking at the heart of Germany on the Rhine, and that 10,000 bombing aeroplanes would end the war sooner than a million extra American troops."

This statement does not vary from the opinion that has been held in influential Government circles in Washington. If there could be sent across the sea a sufficient number of airplanes which could be utilized in attacking the German industrial centers along the Rhine there is no doubt that confusion, despair and

possibly complete rout of the enemy would follow.

The expression of this opinion has led to the hope that we may be able to construct and operate air craft that can cross from the Atlantic coast to a convenient point upon the coast of Great Britain or France. Some of the experts have asserted that there are difficulties in the way of operating air craft such a distance. One of these experts stated that, even if it were possible to drive an air craft over the Atlantic, the machine would be in such bad condition

*(Continued on page 20)*

# A Harvester Company Man Captures 82 Huns

THE International Harvester Co. of Chicago has just discovered a new salesman and a man that should top the list in record sales regardless of what territory he may be assigned to by the sales managers. Formerly he was employed in the tractor works of the company in Chicago but at present is attached to one of the units of the United States Marine Corps in the American Expeditionary Force in France.

Recent cablegrams from France, telling one of the most interesting stories of the war, are responsible for the find of the Harvester company. In a recent action Private Henry P. Lenert, formerly of the tractor works of the International Harvester Co. and now with the Marine Corps, captured 82 German soldiers, including four officers, and captured them single handed.

When you hear something like that naturally you think of Private Lenert standing with an automatic in each hand, or with a machine gun trained down a trench or with a grenade uplifted and the prospective prisoners in a dugout, but it was nothing like that for Private Lenert just talked those 82 barbarians out of their liberty.

Private Lenert, armed with a shovel, was out with a working party one night when he got lost from his section. In walking about he fell into the hands of a German sentry who took him to battalion headquarters. There he met the captain in

Pvt. H. P. Lenert, Jr.  
Is a Real Persuader



PRIVATE HENRY P. LENERT, JR., U. S. MARINE CORPS

command who began to question him. Private Lenert had studied German six years in one of the Chicago schools and when it was learned that Lenert could speak German everyone had a little drink.

The German words came to Lenert a little faster and he talked faster. He sympathized with them on their hard lot as soldiers of the kaiser. They sang a few German songs had a few more little drinks and Private Lenert completely sold them on the fact that it was better to be a prisoner of the United States than a soldier of Germany.

The officers called in the men from their posts and explained the proposition. The men were agreeable. Outfits were packed, the captain's revolver given to Lenert and the line of Germans with the officers and Lenert at its head moved in the direction of the American lines.

Lenert had a hard time convincing his regimental adjutant, whom he awoke at 4 o'clock in the morning, that he had 82 prisoners. He saw the proof and then wanted to call for a squad of soldiers to guard them on the way back to the rear.

"That is all right, sir," Lenert replied, "they will not run away, they are all friends of mine so I'll take them back." If Lenert captured 82 Germans single handed, how long will it take to get to Berlin when the other 3,000 I. H. C. men get in action?



## THEY'RE PULLING A DOUBLE DISK AFTER THE BINDER



Some of the farmers in the wheat belt have learned that it pays to pull a disk behind the binder at cutting time. This tends to bury the stubble and preserve the moisture. Moreover, it discourages the propagation of chinch bugs which thrive on the various vegetation that appears in the wheat fields after the grain has been cut, and make ready to lay their eggs for the next crop of bugs. It would be out of the question to pull the double disk shown in the picture behind a horse-drawn binder. A Sankusky tractor is doing the job. Both the tractor and binder are operated by girls, so that manpower is saved in more ways than one.

## Rule on the Binders and Hay Tools

### Conservation Division of the War Industries Board Eliminate the Manufacture of Some Sizes and Restrict Material

The Conservation Division of the War Industries Board in Washington of which B. M. Baruch is chairman has addressed communications to the manufacturers of ensilage machinery, harvesters, mowers and hay rakes concerning certain eliminations which have been ordered.

To the manufacturers of ensilage machinery the board says, "The Conservation Division submitted to the manufacturers in your industry under date of July 18, a preliminary schedule of manufacture for ensilage machinery. The adoption of this schedule will result in large savings of raw materials and a reduction of capital now tied up in manufacturers' and dealers' stocks.

"The enclosed program, based upon the preliminary schedule above referred to, is therefore now in effect and the Conservation Division requests the loyal and whole-hearted cooperation and assistance of all manufacturers, dealers, and consumers in carrying out its provisions."

The schedule of program of manufacture is as follows:

1. Each manufacturer to restrict his production of silo fillers to four sizes only and to one style of construction in each size; fillers to be

equipped with feed table and with either blower or carrier elevator.

2. Date Effective: No additional material for eliminated implements or parts shall be ordered after this date except to even up existing stocks on hand, and under no circumstances shall any of this eliminated machinery be manufactured after Dec. 31, 1918.

With the order that no additional material for eliminated implements or parts are to be ordered after this date, except to even up existing stocks on hand, and that under no circumstances is any of the eliminated machinery to be manufactured after June 30, 1919, the board has sent the following orders to manufacturers interested:

To the manufacturers of mowers:

1. One Horse Mowers: The manufacture of the 4-foot bar to be discontinued and each manufacturer to restrict his output to the 3½-foot bar.

2. Two Horse Mowers. The manufacture of the 4-foot bar to be discontinued and each manufacturer to restrict his output to 4½-foot, 5-foot, 6-foot, 7-foot, and 8-foot bars, in both light and heavy frames.

To the manufacturers of hay rakes:

3. Hand Dump Rakes: The manu-

facture of all hand dump hay rakes to be discontinued.

4. Sulky Rakes: The manufacture of sulky rakes to be restricted to 8, 9, 10, and 12-foot sizes.

5. Combination of Teeth: Each manufacturer to restrict his output to two combinations of teeth, i.e., light and heavy, in any one size of rake.

To the manufacturers of harvesting machinery:

6. Grain Binders: Each manufacturer to restrict his output of grain binders to 6, 7, and 8-foot in left hand only.

7. Rice Binders: Each manufacturer to restrict his output of rice binders to 6-foot only.

### No Time to Seek Position.

An implement and automobile man who gave up his business to enter the Y. M. C. A. work is now seeking an opening in the tractor business at the close of his period with that organization.

In a letter to the Implement & Tractor Trade Journal this young man states that he has had some tractor and implement experience, five years' experience in the automobile business, both in selling in a limited way and in charge of service and parts departments, and two years' experience in the automobile accessory business, one in charge of the accessory department and the other as buyer for a large accessory house. He says:

"In my present work with the Y. M. C. A. at Camp Funston my time is very limited and my opportunities to get in touch with openings are few. I am extremely busy, all day and every day, and if you can be of any assistance to me, in suggesting or advising me how to proceed to become connected with some live tractor sales organization, I will appreciate it very much."

Anyone desiring to communicate with this young man may do so by writing the Implement & Tractor Trade Journal.

### Avery Magazine Is Attractive.

A company publication that is a "regular" magazine and challenges comparison with any other publication of its size in general interest is being issued by the Avery Co., Peoria, Ill. It is called the Avery Tractor-Farmer. The first issue has just appeared, and proves that the magazine will be one of the most attractive of its kind.

The magazine is large size, 16 pages, with colored cover, large, readable, type, and is profusely illustrated. Several illustrated feature stories cover subjects that will interest nearly



everyone. One of the interesting articles, "Answering the World's Cry for Food," shows how proper and timely preparation of the seed bed produces big wheat yields. Other articles are "Timeliness—the Tractor's Greatest Asset," showing the value of the tractor in preparing this seed bed; "Increasing Crop Production," "Planning for Maximum Tractor Service," and "The Science of Burning Gasoline," written by J. B. Bartholomew, president of the company.

In addition to the articles of general tractor interest there is one on the features of the Avery tractor and items of news from the various places where Avery tractors are in use. An editorial page with a column of "Averyisms" is another feature.

### Four Killed in Accident.

Mrs. Frank R. Murphy, wife of a well-known implement dealer of Foss, Okla., her two little daughters, Frances and Kathleen, and her sister-in-law, Mrs. Charles Murphy, were killed in an automobile accident that occurred near El Reno, Okla., Sept. 3. Mr. Murphy and his son Claude were seriously injured and removed to an El Reno hospital. For some time they were not in a condition to be told of the death of the others.

The party, consisting of Mr. and Mrs. Murphy, the three children, and Mrs. Charles Murphy, whose husband, Lieutenant Murphy, is in France, had motored from Foss to Fort Sill, Okla., and was on its way home. In the afternoon the car approached a blind railway crossing located at the top of a high grade. As described by witnesses, the occupants evidently thought they had the road clear, as a freight train had just passed. The Rock Island flyer struck the car squarely. Mrs. Frank Murphy lived a short time after being taken from under the train. The two little girls and Mrs. Charles Murphy were killed instantly. Mr. Murphy and the son suffered broken limbs and other injuries and were unconscious for a long time, but it was stated they would recover.

### Date Set for Indiana Meeting.

The annual convention of the Indiana Implement Dealers' Association will be held at the Hotel Severin at Indianapolis, Dec. 4, 5 and 6.

There is no deferred classification in food conservation. We are all in Class I; all in camp and ready to go "over the top" when we must further conserve.

## Implement Men Ask No Exemptions

**I**N the matter of essential industries, it would be hard to imagine any more essential than making the tractors that have played such an important part with the American and Allied armies at the front. The men of the American tractor-making firms, however, are not seeking exemption on that account.

A notable example is that of the Holt Mfg. Co., Peoria, Ill., which has been supplying the Caterpillar tractors to the armies in France. Nearly every man in the Holt family, including the sons and nephews of Benjamin Holt, is either in the Army or in Government service of some sort.

Warren H. Atherton, son-in-law of Benjamin Holt, is a first lieutenant in the Ordnance Division, and is now in France. Alfred B. Holt has a commission in the same branch as lieutenant, but owing to a serious automobile accident about eight months ago, in which his skull was fractured and an operation made necessary to remove a clot from the brain, he is not yet fit for active service, but awaits the opportunity to report for duty as soon as his health permits. William Holt has a commission in the Ordnance Division and is either already in France, or expects to go very shortly. Dean Holt has joined the Naval Reserve as an aviator, has completed his prelimi-

nary studies at the Boston School of Technology and is now receiving instruction at one of the aviation schools. Edison Holt, youngest son of Benjamin Holt, just recently joined the Tank Corps, being one of the first Californians to enlist in this branch. He is now training at Gettysburg, Pa.

Besides these in uniform, Pliny E. Holt, a nephew of Benjamin Holt and former vice-president and general manager of the Holt Mfg. Co., has been in active service of the War Department for a year or more, giving up his connection to engage wholly in engineering work for the Ordnance Department. Mr. Holt was for many years the mechanical superintendent of the Holt plant in California and later organized the Holt Caterpillar Co. at Peoria, Ill., which has since been consolidated with the parent company. He is directly responsible for a large part of the refinement of Benjamin Holt's original tractor into the present day machine.

The Parrett Tractor Co., Chicago, Ill., is being called upon to furnish its full share of trained men to help in the war work of the country. Its president, Dent Parrett, was commissioned a captain in the Ordnance Department some time ago. His headquarters are at Peoria, Ill., where he

(Continued on page 22)

### FOR "CONTENTED COWS" THIS MAKES AN IDEAL HOME



From one end of the country to the other the dairy industry is attracting the attention of many of the more progressive farmers. Dairying always goes with fertile fields and a prosperous population. In the picture is shown a large dairy barn thoroughly equipped. The litter carriers and overhead tracks are plainly in evidence from the outside. Hundreds of dealers are pushing this and other kinds of barn equipment.



# Implement & Tractor Trade Journal

1886

1918

Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALLGEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, SEPTEMBER 21

HAVE something to sell, then sell it—that is to say, advertise it.

GENERALLY speaking, a salesman is known by the company that keeps him.

HONEST tractors are the only kind that do the tractor industry any good.

STRANGELY, we demand a peace that's made in Germany—but not by Germany.

CONSTRUCTIVE criticism is your kind. Idiotic fault-finding is the other fellow's.

It might be a good idea for the Germans to drain and pave the Rhine so as to be able to cross it with more facility, celerity, etc.

THERE are two distinct ways of running down your competitors—with your car and with your tongue. The former method is by far the more merciful.

GERMAN propagandists are overlooking an excellent opportunity to brand us Yanks, with some shade of truth, as pickpockets, in view of the little jobs our merry men pulled off at Soissons-Rheims and St. Mihiel.

ALTHOUGH we had almost no army at all when we got into this thing, there are now 31 divisions of Yanks in France. The Hohenzollerns, Hapsburgs, et al., might try this on their multiplication table.

HAVING telegraphed Hindenburg asking him to state whether he was alive or dead, a group of anxious Germans received the reply that he was looking calmly into the future. We insist that their question hasn't been answered.

THERE are few goods to sell in England, but goods are being advertised there just the same. The English manufacturers know that if advertising pressure is not kept up during the period of the war they will be largely forgotten by the buying public before the war is over.

## DON'T DEBATE; DIG UP

BEFORE the Russian collapse became complete an American war correspondent with a Russian regiment noticed that most of the men raised one hand just after they had been given the order to charge. "What do they mean by that motion?" he asked one of their officers. "They were taking a vote as to whether the charge order should be obeyed."

And that's what's the matter with the Russians. Their itch for debate overwhelms their will to battle. While the foe assailed them, they chattered. Soon they ceased to fight altogether, so far as any opposition presented to the enemy was concerned, and now they are talking and fighting among themselves. That's about all we know about their condition.

The campaign for the Fourth Liberty Loan is about to start. Let every American man, woman and understanding child know now how much he can lend his government this time. Let it be just as large an amount as he can make it without crippling his capacity to meet other loans to come. Then, when the campaign opens, let him relieve the committees in charge of a large part of their work by meeting them more than half way.

Hundreds of implement and tractor men will serve on these committees. Hundreds of others play the part of the general public. Let all of them lend all they can of money and effort to Uncle Sam. He must have it to fight their fight. Don't delay and debate; dig up.

## BACK OF HIS WORDS

HALF an hour after the Swedish minister had handed Secretary Lansing a copy of Austria's peace proposal the American Department of State forwarded its rejection to Vienna. Probably no overture of the kind in all diplomatic history ever met with such stern and swift rejection.

Not only the people of America, but the whole Allied world, gives this action of our Government soul-deep approval. Straight thinking demands it. The "blatant butchers" are now bleating for mercy at the hands of an outraged civilization. Doubtless they will receive some degree of mercy in the end; it is not in the nature of civilized governments to withhold it.

But those who brutally and boastfully broke the peace of the world in 1914 will not soon receive anything

from the Allied arms and governments but battle. They must be utterly conquered. Not many months ago our President was derided in many quarters, both here and abroad, for his seemingly interminable exchange of notes with the power that has brought all this woe upon the world. Something quite different from derision now follows his curt message to the trembling tyrants of Hundom. It is determination to back his words—to back them, if it takes every able-bodied man in America.

## QUEER CONFUSION

NEVER get your work mixed up with your play. There are some unfortunates who can neither work nor play. At work, they try to snatch bits of recreation of one form and another; at play, they worry about their work.

Even in war-time a business man owes himself rest, relaxation and healthy enjoyment. Without them he is the poorer business man and the less effective citizen.

To some it might seem superfluous to urge grown-up men to work while they're working and play while they're playing, but we have seen plenty of grown-up merchants, far from being dolts and dullards, who managed to get their work and play somewhat confused.

## AN INTERESTING GAME

IN his article on "American Islands in France" Arthur Ruhl in Collier's gives us a human-interest glimpse of what the tractor is doing and what it is expected to do toward driving the Hun across the Rhine. Writes Mr. Ruhl:

"In the beautiful rolling hills about Limoges are the branch camps where they do practical artillery field work. We motored out to several of them—one, in charge of a young ex-playwright, was entirely for practice with caterpillar tractors with which the big guns are hauled. Stakes driven here and there represented various things that the caterpillar might meet in real life—the curb, a tree, a road blocked with infantry. With these imaginary obstacles, students had to work out certain problems—turning in a certain radius, and so on. An officer kept tab, and when they struck a stake, which might mean a lot of damage in actual service, they were marked down accordingly."

That sounds like an interesting game. Sundry Germans along the Western front will find it so, at any rate.



# Pressure On All Industries Grows Heavier

Limitation of Materials Almost Entirely to War Work May Affect  
the Implement Output Ultimately.

Cleveland, O., Sept. 18.—Heavier pressure being put by the United States Government upon the iron and steel industry for all sorts of products and all forms of material is taking various shapes. New ones are being added to the list almost every week. All emphasize the needs of the Nation for war material for employment at home as in shipyards as well as in the battle line in France, Siberia, Germany and Italy. Most cheerfully and willingly is the iron and steel trade co-operating with every Governmental agency which seeks to get material for all Army and Navy needs. But in the meantime domestic consumers of iron, steel and the metals drop farther down the scale of shipments until now they get little consideration, and before long they bid fair to get almost none—at least until every Governmental need is filled. All authorities in the trade agree with this view of trade conditions. Prices today are the least important of the great questions up for adjustment every manufacturing day.

## Priorities List Issued.

The most important new move of Government authorities in the past month has been the publication of the War Industries Board, priorities division, of a long list of industries needful for war material preparation which have been given certain definite ratings under which their raw material needs shall be supplied by an announced granting of priority preference. This new list with elaborate explanations was published by the War Board Sept. 9. Malleable castings makers, whose trade generally has been concerned largely with railroads and with agricultural implement makers, met Sept. 2 in New York City and devoted themselves and their product almost entirely to Government work. A new list of castings prices was agreed upon and plans laid for co-operation with the War Industries Board and Ordnance Departments for every need. This may have a tendency to limit implement casting production.

Another equally important move has been the initiation by the census bureau at the instance of the War Industries Board of a complete and most searching survey of the finished iron and steel trade, including stocks

in the hands of mills, jobbers and dealers. Still another important announcement was a list of changes and modifications by the general committee of the American Iron and Steel Institute of prices and extras on wire rope, tin plate, hoops, bands and strip steel and railroad castings on Sept. 11. At the same time, preliminary steps are being initiated to revise all iron and steel prices for the fourth quarter of this year. Pig iron producers and scrap dealers met several days last week to consider prices, and the finished iron and steel trade representatives will hold similar meetings this week, all preliminary to the meeting next Thursday with the price-fixing committee of the War Industries Board in Washington when the whole matter of revision will be decided.

## Labor Shortage Serious.

Beside these several technical trade questions that have been decided and still are in the air, the overshadowing problems in manufacture remain in the shortage of labor in essential industries and the fuel shortage of the future. Every one admits there will be a fuel shortage next winter and steps are being taken to soften its severity if possible. Men and fuel needs today absorb the attention of most manufacturers, for upon them depend production which the Government is seeking in every way possible to stimulate. The Government authorities in charge of labor activities hold that industries essential to war material production are 1,000,000 workmen short of actual needs.

**Iron and Steel Bars.**—After several meetings between steel makers and implement industry representatives, it now seems likely there will be no \$5 a ton concession made by mills to implement men from the fixed Government maximum price. The matter apparently will be allowed to die because of vigorous opposition to it by many mills as well as by other bar consumers who have not been offered a like concession. Steel bars are hard to obtain. Concrete bars for building are to be had largely only when made from shell steel discards as all soft steel possible is going into war material.

**Nuts and Bolts.**—Nut and bolt factories in the Middle West are so well filled with orders that they are turning down further business and are directing inquiries to other districts. Only in exceptionally urgent cases are makers accepting business and then in limited tonnages. The recent bi-monthly wage

adjustment between union puddlers and mill representatives at Youngstown, O., developed an actual average sales base for the preceding two month period of 3.40 cents per pound for iron bars, which gives the puddlers a wage base of \$16.55 a ton for the next two months. Four years ago they got \$5 a ton for the same work.

**Wire Products.**—The United States Government has just allocated to wire mills 50,000 tons of war barbed wire for itself and 40,000 tons for our Allies for use in Europe. These orders coming upon the head of important tonnage diversions of raw steel from the manufacture of wire to shell steel and ship plates, means less wire for domestic consumers. Shipments to jobbers are only fair, and bid fair to be less this fall.

**Stoves.**—Since stoves have not been placed upon the theoretical Government "essential list," some manufacturers actually have closed up their foundries and will produce no more stoves until after the war, because they have no assurance of getting further supplies of raw material. However, the War Industries Board has made an agreement with stove makers to adhere to seven points in their stove manufacture and they will operate thus while the war lasts. For instance, cook stoves and ranges are to be equipped only with No. 8 covers, except those sizes of stoves too small for No. 8. Steel sheaves and canopies on ranges will be done away with. Light weight patterns of stoves and ranges will be produced hereafter instead of the heavier patterns.

**Stamping Material.**—Stampers, unless engaged upon war work, are having trouble getting raw material which is steel sheets. Sheet mills in turn are having trouble getting sheet bars, in fact cannot get bars except made of bessemer steel. Sheet mills are operating around 60 percent of capacity, and may drop even lower. Tin plate mills, which had been running at about 95 percent of capacity while getting out material for the fall canning trade, now have been cut to 70 percent of output after October 1. Jobbers are finding it difficult to replace stocks of sheets and tin plate under government regulations.

**Copper and Brass Goods.**—Both copper and brass rolling mills are concentrating more and more upon war work, while being able to get no relief from shortage of labor. Flat prices are being made more generally on this Government work and toll agreements are growing scarcer. It is now estimated that only about 2½ percent of the American copper production is going into domestic business, the remainder going into war work. Practically 60 percent of the zinc sheet production of the country also is going into war material output. Brass manufacturers met with the war board at Washington, August 30 and stated if they had 9,600 more workmen they could increase output one-third. Rolled copper and brass output now is 2,910,000 pounds daily, whereas the demand involves 4,685,000 pounds daily.



# News of the Industry

## Retail Secretaries to Meet.

A conference of the National Association of Retail Implement Secretaries will be held at the Hotel Sherman at Chicago Oct. 7. The officers of the association are C. I. Buxton, Owatonna, Minn., president; F. R. Sebenthal, Eau Claire, Wis., vice-president, and T. F. Wherry, Hampton, Ia., secretary-treasurer. The program is as follows:

President's Address, C. I. Buxton.  
Secretary-Treasurer's Report, T. F. Wherry.

What a Secretary Can Do, L. F. Wolfe, Mt. Clemens, Mich.

Should an Association Have a Full Time Secretary? W. L. Derry, Vermont, Ill.

Sale and Exchange Bulletin, R. G. Nuss, Madison, Wis.

An Ideal Convention Program, Louis J. Ringe, St. Charles, Mo.

Field Work, M. G. Drake, Madison, S. D.

Convention Reports, James Wallace, Council Bluffs, Ia.

The Outlook for the Next Twelve Months, H. J. Hodge, Abilene, Kan.

## Price-Mark Plan Not National.

An order recently issued by the Arizona state council of defense requiring all retail dealers to mark all articles plainly with both cost and selling prices has caused excitement among dealers all over the country. Many dealers gained the impression that the order was a National one, or likely to become one, and the National Council of Defense was flooded with inquiries.

The National Council has made it clear, however, that it was not responsible for the order and does not intend to enforce such a rule nationally. The matter is considered to be one of "states' rights," in which the National Council does not interfere. So far the Arizona council of defense is the only one to put such a system into effect. It is not known that any other states intend to follow the Arizona lead.

Officials at Washington have written to the Arizona council, calling attention to the fact that such a plan is beset with grave dangers, since the purchasing public is not educated to a clear knowledge of what constitutes cost in merchandising, and would probably jump to the conclusion that the margin was exorbitant.

## PREFERENCE LIST REVISED

### Farm Implement Industry Is Placed in Fourth Class in New Rating.

The implement industry is placed in Class 4 in a new preference list, recently announced by the priorities division of the War Industries Board, and which takes precedence over all previous lists.

Under the new classification all industries considered essential to the country while conducting the war are divided into four classes. Class 1 is composed of the industries of direct importance in war work and is to be given first choice in the allotment of materials. This class includes aircraft, ammunition, small arms, coal mines and all plants and furnaces producing articles or chemicals necessary in the manufacture of war equipment and supplies.

Between Classes 2, 3 and 4 there will be no choice in the matter of assigning material. They are on an equal basis, and the fact that the implement industry is in the fourth class does not mean that it will be last to be supplied.

## Guy B. Wright With Buda.

An addition to the sales organization of the Buda Co. has just been made in the person of Guy B. Wright, who is well known to the automobile trade through his 14 years' connection with the Vacuum Oil Co.

Mr. Wright had charge of the sales of the automobile lubricating department until the Fall of 1916, when he became a member of the Stewart-Warner Speedometer organization.



GUY B. WRIGHT

## Plan Oklahoma City Show.

The Farm Power Equipment Club, Oklahoma City, Okla., is planning to stage its second annual show Dec. 9 to 14 inclusive. The Oklahoma Hardware and Implement Dealers' Association will meet the same week. Truck dealers will be permitted to exhibit in the show this year.

The show will be housed in a fire proof building with more than 40,000 square feet of floor space available for show purposes. The club is to employ a show manager who will devote all of his time to the work of the club.

## Kull Tractor Company Formed.

A new firm has entered the tractor field in the form of the A. E. Kull Tractor Co., recently organized in Oklahoma City. The company is made up of E. B. Cockrell, president; A. E. Kull, vice-president and manager, and E. K. Williams, secretary-treasurer.

Mr. Cockrell was formerly state bank commissioner of Oklahoma. For two years he has been distributing Federal trucks, as president of the Federal Truck Co. of Oklahoma City. He has also been secretary of the Machinery Sales Co. for two years. He has spent twenty years in the implement and tractor business.

The purchase by the new firm of the Reeves building in Oklahoma City was announced last week. The building will be occupied jointly by the Kull company and the Federal Truck Co.

## George T. Bryant Leaves Seeds.

George T. Bryant, has accepted the position of sales manager of the Hide Leather & Belting Co., Indianapolis, Ind., manufacturers of leather belting and parts for automobiles, tractors and trucks. Mr. Bryant was formerly connected with the Russell M. Seeds Advertising Agency of Indianapolis.

## Work Begins on Factory.

Ground has been broken for the new tractor plant of the Janesville Machine Co., Janesville, Wis., now a division of the General Motors Co. The building will be finished in about sixty days. It will be two stories high, 540x200 feet, with an L at one end 250 feet wide.





## ANNOUNCEMENT

Present and future owners of tractors are being told through the leading farm papers that they can now have Bosch Ignition.

The dominant purpose of the Bosch Magneto Company today, is war service. It is right that those who stand in the front line of Food Production should be aided by the absolute reliability of

# BOSCH MAGNETOS

The great Bosch Works at Springfield, Mass., have been enlarged not only to meet the direct war demands of our Army and Navy, but to serve a greater number of tractor owners than ever before.

Many makes of tractors have been Bosch-Equipt for years. The old line concerns know the superiority of Bosch. More and more makers will use this dependable ignition system, now that it can be had in quantities for early delivery.

But don't leave it entirely to the manufacturer. Bosch equipment will help your sales, and it is important for you to make sure your customer never will be held up by ignition trouble. You will make sure of giving him absolute reliability if your order to the manufacturer specifies "Bosch Magneto Ignition." By fitting Bosch Magnetos to the tractors you already have sold, you will increase your sales and your customers' satisfaction.



There's a Bosch Service Station in every State. Write there or to us for any Ignition Information.

## Bosch Magneto Company

Main Offices: 228 W. 46th St., New York City

Branches: Chicago, Detroit, San Francisco

Works and Foundries: Springfield, Mass.

**AMERICA'S SUPREME IGNITION SYSTEM**  
MOTOR TRUCKS - TRACTORS - AIRPLANES - MOTOR CARS - MOTOR BOATS - MOTORCYCLES - GAS ENGINES - ETC.

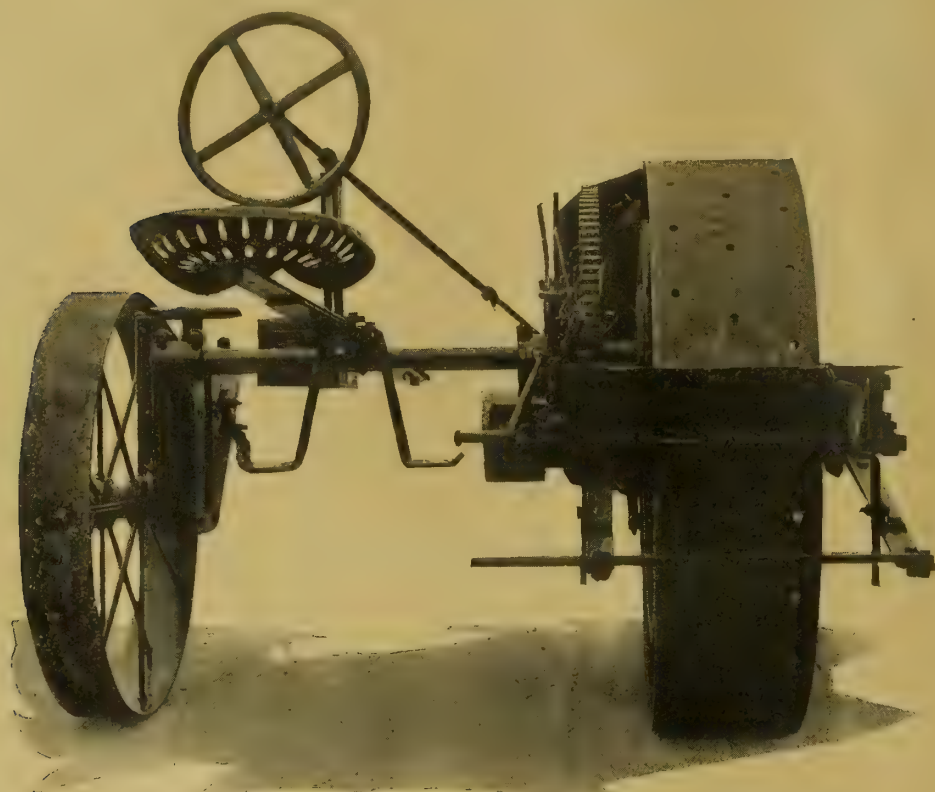


# The Farmer Boy Is a 1918 Machine

**T**HE Farmer Boy tractor was designed in 1914 by a practical farmer who is also a mechanical genius. It was the second machine he designed after having made a marked commercial success of his first machine. The first model of the Farmer Boy was built entirely of cast iron and subjected to the hardest usage. When a part would break, note was taken of the strain that caused the breakage, and that part would be tabulated for

advantages of a four-wheel tractor and with the tandem gained the advantages of a short turn and an easy control.

Outstanding features of the Farmer Boy are its "Tru-Pull" hitch and its extra high clearance. The adjustable hitch is so placed that the drawbar pull comes directly from the ends of the bull wheel pinion. The 32-inch clearance of the Farmer Boy tractor makes possible the cultivating and harvesting of all row crops.



A 32-INCH CLEARANCE MAKES POSSIBLE THE CULTIVATION OF ROW CROPS

strengthening or change. Four years were put in at this kind of development and the building up of a factory organization; but not until in January, 1918, was the first tractor put upon the market by the Columbus Tractor Co., Columbus, O., makers of the Farmer Boy.

The Farmer Boy tractor is a light, general purpose machine with a rating of 10 hp. at the draw bar and 20 hp. at the pulley. Both of these ratings are low compared with actual development. The Farmer Boy is the tandem type of tractor. The bull wheel and the pilot wheel are in line so that both track in the furrow. By deciding upon the tandem type the designer did away at once with a complicated differential and saved 69 parts. By a distribution of weight the designer retained all the

The Farmer Boy will pull two 14-inch plows in any ordinary soil, cutting furrows from 5 to 8 inches deep. It has plowed seven inches in three-year-old alfalfa operating on kerosene and with power to spare. Its light weight and strong pull makes it very adaptable in the work of harrowing, disking and pulverizing. In a working day it will disk 25 acres with an 8-foot tandem disk harrow, or it will get over 50 acres in a working day with a 20-foot peg-tooth harrow.

Success has been had with the Farmer Boy in handling harvesting tools in wheat, hay or corn. Under worse than average conditions it has cut 20 acres of wheat in ten hours as a one-man outfit.

The Farmer Boy is efficient in furnishing power for corn plowing tools.

It is light weight and easily controlled and does not pack the ground nor does it destroy any more of the plants than would be destroyed by a team of horses. It can be turned at the end of rows as short as a team of horses attached to the same tool could be turned. Tests have been made with it in which the Farmer Boy handled a three-row cultivator operated by one man with success.

Care has been given to the development of the belt work possibilities of the Farmer Boy. The pulley is placed in a very accessible location on the machine and provided that it should be geared direct and run at engine speed. The pulley develops 20-hp., which is sufficient to drive belt machines up to and including a 24-inch separator. Such strong and fast power is of special advantage in silo filling.

## REMARKABLE RESULTS IN OIL TEST

(Continued from page 13)

after its arrival on the other side that it would be necessary to disassemble its parts and make extensive repairs.

Nevertheless, there seems to be no doubt that inventors have produced an internal combustion engine which can drive an air craft across the sea. The ocean-crossing airplane, whatever the distinctive form of its construction may be, will be built so as to carry abundant supplies of food, fuel, lubricating material and other commodities needed for a long voyage. The experts believe that a properly constructed air vessel, well equipped with supplies and necessary material, could be driven over the Atlantic so as to make a landing on the coast of France, Ireland or Great Britain in three days, or possibly a little less.

### The Important Factors.

The important results sought in the operation of air craft are first, safety for the aviator; second, speed with a given load; third, length of time between periods of overhauling and readjusting of the engine, and fourth, the greatest distance of flight with a given supply of gasoline. The most important element having to do with the attainment of these results is the lubricating of the engine.

Curiously enough, just at this time, there comes another of the strange coincidences which have occurred since we began the war with Germany.

The only tear we can shed with a smile is the profiteer.



# INDEPENDENT

## AGRICULTURAL MACHINERY

*Licensed by the United States Government*

"We have sold a lot of Independent implements and must say that they are giving as good satisfaction as can be expected. The Plows can't be beat. The Low Down Spreader is also a winner, for we sell nearly six to our competitor's one, and also the Mowers can't be beat. They will go where others will not go. And will say that any dealer need not hesitate to take on any Independent tool, as the company always stands back of them."

\*\*\*

"We have sold sixty Independent Manure Spreaders and will say that they are giving the best of satisfaction. We find that every one we sell helps to sell another and we expect to keep on selling them."

\*\*\*

"For the past two years we have handled your line of farm machinery with very satisfactory results and we have no hesitancy in recommending the INDEPENDENT line to any farmer or farmer organization contemplating a side line of farm machinery. This especially is true of the binder, mower, spreader and cultivators which have all given splendid satisfaction in this community."

### Dealers Praise Independent Line in Glowing Terms

IN the last six advertisements in this publication we have published scores of expressions from Independent dealers regarding how Independent machines sell and please.

We print more herewith. Space prevents giving publicity to many others.

You have certainly been convinced that the Independent is manufacturing a high grade, reliable, standard, satisfaction-giving line of goods.

Why don't you *investigate*?

In addition to quality in the line itself, the widely advertised "Independent Plan" of selling is a quick profit-maker that is proving a wonderful trade magnet.

Read these extracts from dealers' letters to us. Names on request.

"The best spreader in the market. One customer, ———, looked over two other makes and said he would not trade the Independent for both of them."

"The Independent spreader had been sold here a number of years prior to the time we secured the agency (several years ago), and with the many we have sold are giving splendid satisfaction."

"Having sold the Independent Grain Binder for 6 years I find it to be an excellently well made machine, extra good adjustments, easily handled, a splendid machine to pick up down grain or handle long heavy feed."

Scores of such compliments have been written. They prove the Independent Line's merit over and over again.

*Write for our Attractive Offer to Dealers*

### LAWRENCE FITCH



### New Independent President is Lawrence Fitch

Has Made a Wonderful Success in Previously Developing Other Big Manufacturing Firms

### A Believer in Advertising

Reports That Independent's Sales for First 6 Months This Year Have Made a New Record

Lawrence Fitch, the man who as President of the big Western Malleables Company of Beaver Dam, Wis., magnified the success of that great manufacturing organization; the man who in 1910 also organized the nationally known Globe Seamless Tubes Co. of Milwaukee, Wis., and became its Vice-President and Treasurer, is the man who was this year chosen to head the Independent Harvester Co., Ltd.

He brings his wealth of successful manufacturing experience, his proven talents as an organization-builder and his wide knowledge of selling to apply upon the further development of the Independent's success.

Mr. Fitch believes in advertising. He knows the Independent can quickly develop its fullest powers in no better way. Evidence of putting belief into action is apparent in the advertising now running for the Independent line.

Mr. Fitch sees a great future here for his abilities. The Independent's business for the first 6 months of 1918 has set a new record. This, however, is but a beginning compared with the volume in store for the company as a result of the Independent Plan of selling for cash and turning over the capital three or four times annually instead of once.

# Independent Harvester Company Ltd

1506 Main Street Plano Illinois United States

Branches: Des Moines Minneapolis Fargo Great Falls Billings Aberdeen Sioux Falls Marshfield  
La Crosse Madison Peoria Mount Vernon Lincoln Kansas City Wichita Oklahoma City

Hollingsworth-Penn Hardware Company, Distributors, Sherman, Texas



A few days ago, a heavy automobile, the owner of which is Dr. E. G. Acheson, was turned over to its builders with instruction to disassemble the parts and make a thorough examination of the condition of the machine, especially the engine. The car was purchased about a year and a half ago, and has been run nearly 16,000 miles. Some of the runs were made over the rough roads of the South, and some in the difficult roads of the Adirondacks. The car, therefore, was put to very severe tests. But it was observed that at no time had there been any occasion for repairs, not even a spark plug having been found out of order. The water in the radiator had never been heated to the point of making steam.

The report of the machinists who examined the car has come at a time when the authorities are seeking a lubricant for air craft of sufficient size and strength to fly across the ocean. The machinists reported that they found very little carbon in the cylinders, and that was very soft and easily removed. The piston rings were in very good condition, no carbon whatever being found under them, as is usually the case. The rings were highly polished and free to adjust themselves to the walls of the cylinder. This freedom of action would result in the maximum utilization of the expansive forces of the gases. Hence, it is to be concluded that the maximum amount of power was developed with the quantity of gasoline consumed.

#### What the Examination Showed.

Careful examination of all rubbing surfaces, such as wrist pins, crank shaft, bearings, etc., did not reveal wear to an extent of more than one-thousandth of an inch. In fact there was so little wear that the experts considered it inadvisable to attempt to readjust these parts. The report of the examination states that the reading of the speedometer showed the automobile had traveled 15,732 miles since the date of its delivery to Dr. Acheson. Consequently, we here have an engine driving a heavy Berlin type automobile a distance of nearly 16,000 miles, without wear that would necessitate a readjustment of any of its parts.

The remarkable results that are disclosed by this examination of Dr. Acheson's automobile may be attributed principally to the character of the lubricant that he used in the engine during the run.

## IMPLEMENT MEN CLAIM NO EXEMPTIONS

*(Continued from page 15)*

is coordinating engineering, production and inspection in the factories in the Middle West which are building Government tractors.

C. R. Richardson, experimental engineer, was the second member of the Parrett organization to receive a commission. He also received a captaincy in the Ordnance Department with headquarters at Camp Jackson, South Carolina. Capt. Richardson's immediate duties will be that of instructor in the field artillery replacement and truck and tractor training camp school.

C. K. Frudden, chief engineer of the Parrett company, has been made a captain in the Motor Transport Service with headquarters in New York City. The Parrett company is proud that members of its organization have been called upon to assume important duties in the military service.

#### Returns to Implement Field.

D. B. Jacobs has accepted the position of advertising manager of the United Engine Co., Lansing, Mich. The company has again enlarged the advertising department.

Mr. Jacobs comes to the company as an experienced advertising and sales executive. He was formerly sales manager of the Robert Smith Advertising and Printing Co. of Lansing and Chicago and prior to that assistant manager of the McClure Co., manufacturers of Saginaw silos, Saginaw, Mich. His many friends in the implement industry will be glad to learn of his return to the implement field.

The United Engine Co. is advertising a complete line of gas and kerosene engines, lighting plants, feed mills, washing machines, cream separators, concrete mixers, saw frames, ensilage cutters and pump jacks. Branches are located at Kansas City, Independence, Ia., Minneapolis and Albany, N. Y.

#### National Tractor Co. Moves.

The Chicago offices of the National Tractor Co. have been moved to Cedar Rapids, Ia., where a large reinforced concrete, brick and steel addition to their factory has just been completed. The company is manufacturing patents under the Denning patents and are now in position to

make deliveries to dealers. The company has opened an Eastern and export office at 151 Fifth avenue, New York City.

The personnel of the company: President, Charles C. Dickson; Glenn M. Averill, vice-president; Duncan M. Stewart, vice-president; Ross J. Beatty and J. M. Denning; Wm. H. Byington, general manager; William H. Bennett, sales and advertising manager; L. A. DeCazenove, Jr., chief engineer, and A. L. Wieland, superintendent.

#### The Moline-Universal's Record.

The official record of the Moline-Universal tractor, made by the Moline Plow Co., Moline, Ill., at the Salina demonstration shows that the tractor traveling at 2.18 miles per hour developed an average plowing maximum of 12.5 hp. on the drawbar and when plowing at 3.52 miles per hour developed an average plowing maximum of 20.05 hp. in the drawbar. The official record says the test was made in stubble ground, loose on top and firm underneath, with two 14-inch plows, with an average of one minute in maximum and with a horizontal, centered, hitch. The tractor is rated at 9-18 hp. but was officially accredited with 26.48 hp. at the belt.

#### I. H. C. Merger Carried Out.

The stockholders of the International Harvester Co. of New Jersey and of the International Harvester Corporation held meetings recently and approved the proposed merging of the two companies into one, with the name International Harvester Co., in line with the recent statement of President McCormick. The capital stock of the reorganized company will be \$140,000,000, of which \$60,000,000 will be seven percent preferred and \$80,000,000 common.

#### New Distributing Company.

A tractor-distributing organization has been formed under the name Leavitt-Webster-Smith Co., with headquarters in Janesville, Wis. The company is composed of R. H. Leavitt, Daniel Webster and W. G. Smith, all formerly connected with Fairbanks, Morse & Co. The new organization will market the entire output of tractors and stationary engines of the Townsend Mfg. Co. of Janesville. At present the tractor line consists of a 12-25 machine. A 20-40 will be brought out next spring, it is stated.



# Parrett Quality Again Proved by 103 Hour Endurance Run

Again, at the National Tractor Demonstration at Salina, Kansas, the Parrett has shown its remarkable efficiency. For years in actual farm work, under all kinds and conditions of farming, the Parrett has displayed an outstanding ability to work steadily, faithfully—to get the job done, and well done, without interruption, easily operated by the farmer or his boy.

At Salina, the Parrett had the opportunity of proving these qualifications publicly under the strict and constant scrutiny of such officials as Professor Sjogren, of the Nebraska Agricultural College; Professor Davidson, of the California Agricultural College; and Professor Shedd, of the Iowa Agricultural College.

For 103 hours and 19 minutes this ordinary stock model 12-25 Parrett worked its way up and down the field night and day turning over the Kansas gumbo at a depth of 6.36 inches with but occasional stops for

fuel, oil, water, etc. For 13 hours and 28 minutes of this time, actual plowing was held up on account of rain, but even then the engine ran constantly, idling at only 350 R. P. M. on kerosene with a cold motor! A truly remarkable exhibition of perfect carburetion of kerosene.

To further prove what a wonderfully successful kerosene engine there is in the Parrett, the tractor was disassembled at the end of the run, and barely a trace of carbon was found in the cylinders or on the pistons.

The actual number of acres plowed was 77, and the actual plowing time was .95 acres per hour.

Mind you, these are official figures, and note well that the fuel cost established a low record of 29 cents an acre, including fuel consumption for a total of 22 hours, 36 minutes and 40 seconds idling time.

And all this was accomplished with a stiff, new engine and new plows.

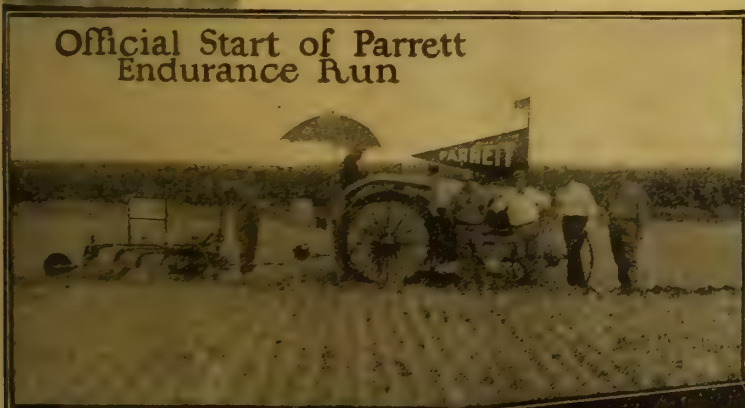
These official facts set an example of steady, economical tractor work such as every farmer wants. Write us for the whole story of this Salina test and for the Parrett catalog.

*Dealers and others who are now interested in the possibilities of the tractor field are invited to write us concerning some new Parrett dealer appointments.*

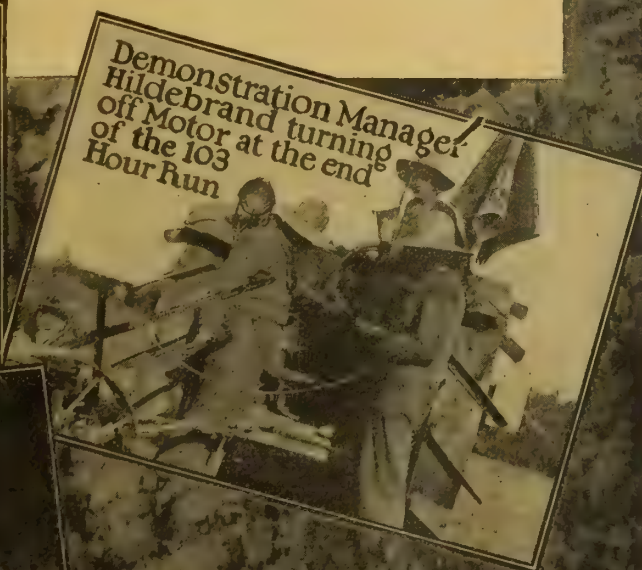
**PARRETT TRACTOR COMPANY, 457 Fisher Bldg., Chicago, Ill.**

**PARRETT**  
12-25  **TRACTOR**  
**PARRETT QUALITY SPEAKS FOR ITSELF**  
ONE MAN ALL PURPOSE

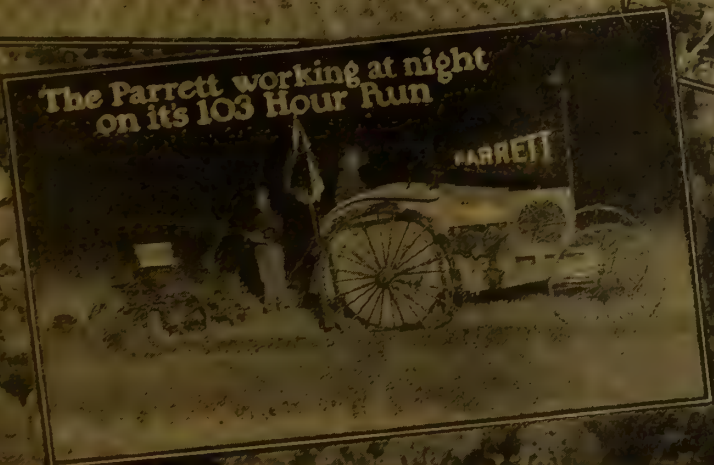
Official Start of Parrett  
Endurance Run



Demonstration Manager  
Hildebrand turning  
off Motor at the end  
of the 103  
Hour Run



The Parrett working at night  
on its 103 Hour Run

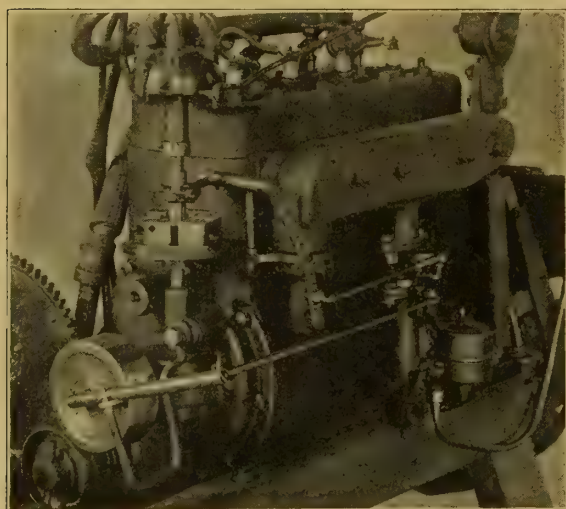




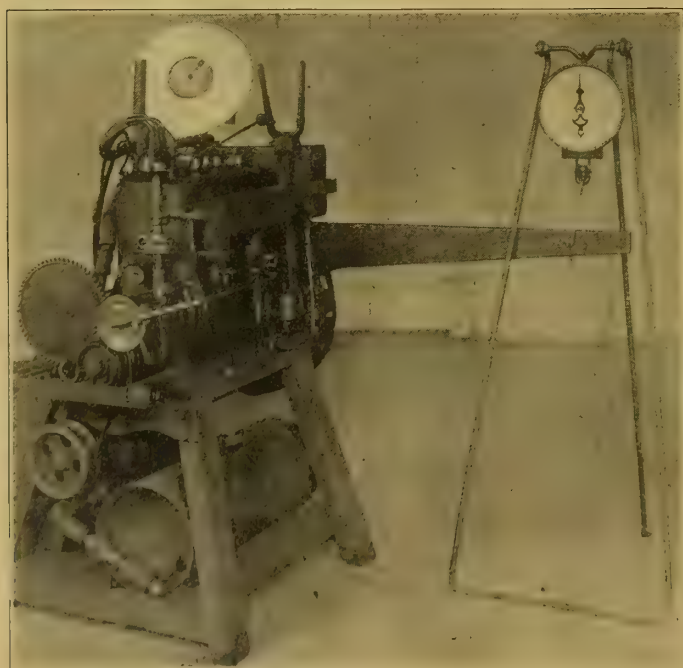
# Tractor Parts and Accessories

## A Governor for Tractors

**F**EW persons outside of the motor building trade realize the difficulty of governing the speed of an explosion motor; with single acting multiple cylinders, three times the pressure and eight times the speed of a standard steam traction engine, and with only an apology of a balance wheel in proportion with the power developed; here one finds the



THE GOVERNOR IS ON THE VERTICAL SHAFT



THE NEW SELF-CONTAINED DEMONSTRATING OUTFIT

worst possible set of conditions to contend with in governing the speed of an explosion motor. During the past few years the rapid development of the traction engine and its growing popularity has demanded better means of governing the motors under the varying loads of trucks and tractors.

This led C. M. Giddings, of the Standard Governor Co. of Rockford, Ill., to undertake the solution of this problem. The result is an extremely simple, durable, and quick acting governor, requiring very little space. One of the illustrations shows the new self-contained demonstrating outfit just completed to show the action of the governor under actual working conditions; this consists of a small four cylinder explosion motor, such as on the Avery Co.'s motor driven two-row cultivators; this outfit is provided with a friction brake and scales with which are computed the horsepower load on the engine and has an enlarged dial which gives a reading of single revolutions

on the dial which are multiplied by the ratio of the gearing driving the flexible shaft. Thus one can obtain the actual load upon the engine and at the same instance the speed of the engine under that load and, of course, any slight variation of the load more or less is shown by slight variations of the tachometer pointer, and the closed regulating qualities of the governor are evident from the slight changes

permitted by the governing device under these variations of load. Thus equipped, the operator can make very interesting tests of the governing qualities of the different types of governors.

A second illustration shows the same outfit on a larger scale, wherein the governor is plainly seen on the vertical shaft which drives the timer, this shaft passing through and driving the governor. On a projection of the camshaft is seen another type of the Standard governor, which has a revolving push pin, operating steel tubular levers to control the governor valve; it will also be noticed that there are two governor valves shown in the second illustration, one the ordinary butterfly valve made a part of the carburetor, the other an improved full-way governor valve so constructed as to do away with the effects of the four pistons suction action, tending to close the valve as with the butterfly.

These steel tubular lever connections from governor to valve permit of an adjustable feature for varying the speed under motion to any reasonable extent, and a special provision of a spring backing behind the cup-shaped bearing boxes on the head of the rotating push pin takes care automatically of any tendency there may be to wear. One of the most valuable features in the design of this governor is the absolute divorcement of the actuation from the regulation, thus relieving the sensitive regulating parts from the usual strain of driving the weights in rotation.

## A Different Self Starter

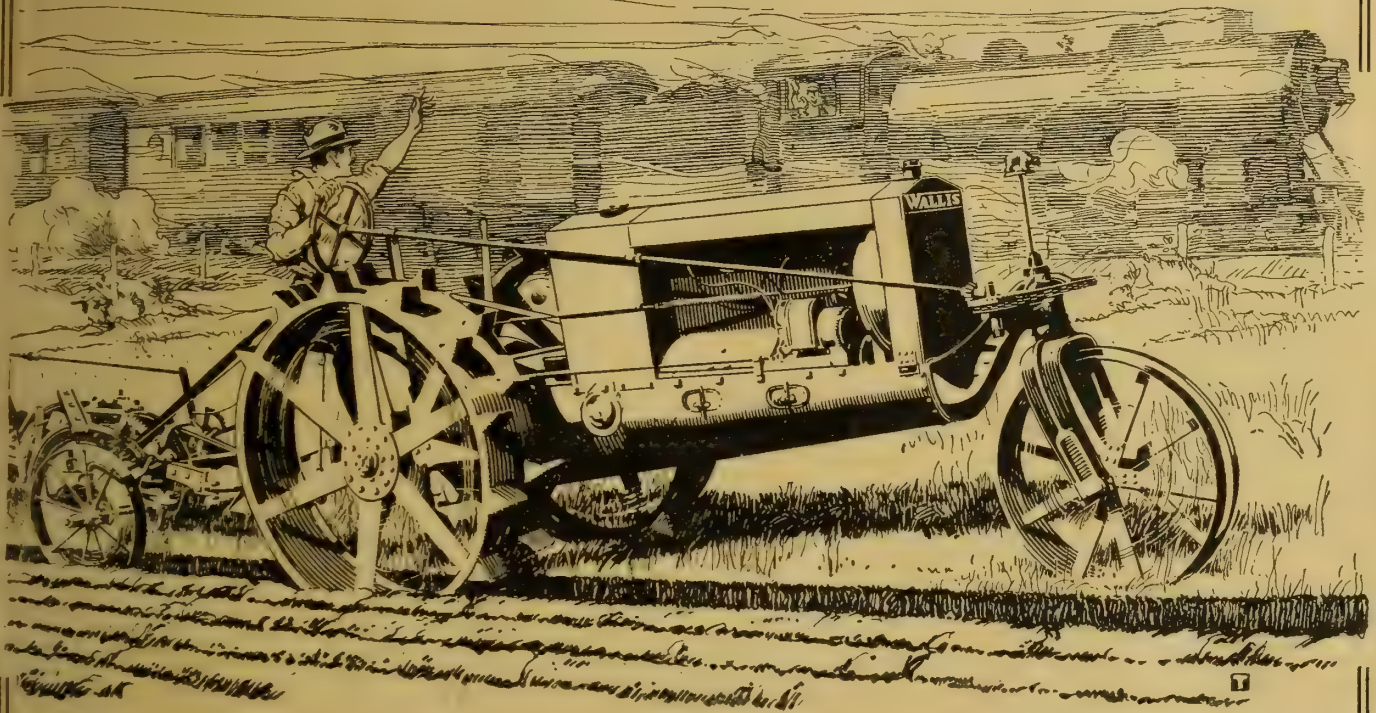
**T**HE Christensen self-starter for tractors, manufactured by the Christensen Engineering Co., Milwaukee, Wis., has recently been included in the special equipment of the Lauson tractor, manufactured by the John Lauson Mfg. Co., New Holstein, Wis.

The Christensen is not an electric or compressed air cranker but a starter which furnishes the air and kerosene or gasoline as a mixture which is compressed in the engine cylinders and ignited by the spark. The starter furnishes the mixture in



# WALLIS

## America's Foremost Tractor



## The Leading Farmers Buy It

In every community there is a group of farmers who have the best crops, the best livestock, the best implements. They are the acknowledged leaders. What they buy other farmers buy.

These leading farmers are the kind who buy the Wallis tractor.

They buy the Wallis because it is a quality machine—of most advanced design—the highest development of power, light weight, durability and economy.

They choose it upon such basis as “low cost per acre plowed”—30 per cent more power from each gallon of fuel—minimum repair expense, etc.

Due to simplified design and the use of high grade

materials only—combined with the most skillful and critical workmanship—this advanced type tractor is acknowledged America's Foremost.

Records of economical service on farms in the United States, Canada, Mexico, England, France and Italy prove this.

The Wallis offers progressive dealers a connection with one of the oldest implement houses in America. It offers also the opportunity to become associated with America's Foremost Tractor in a field which is destined to be one of the richest.

We invite you to write us for our proposition to dealers and for our new catalog which pictures and describes the Wallis in detail.

## J. I. CASE PLOW WORKS

124 West Water Street

RACINE, WISCONSIN

(Sales Agents for Wallis Tractors)

BRANCHES: Minneapolis, Minn.  
Kansas City, Mo.  
Washington, D. C.

Indianapolis, Ind.  
Denver, Colo.  
St. Louis, Mo.

Dallas, Tex.  
Omaha, Neb.  
Oklahoma City, Okla.



# "NORMA" PRECISION BALL BEARINGS

(Patented)



Service—the supreme test of men and of machines—the thing expected and exacted from all—the measure of value of an individual and of a commodity—the times have given the word a new and higher significance. And service today means more than adequacy to ordinary demands—it means an available reserve equal to any emergency.

Guided by experience—warned by previous failures—builders of dependable ignition apparatus and lighting generators standardize on "NORMA" Precision Bearings—knowing that "NORMA" serviceability helps any machine measure up to the service conditions which the times impose.

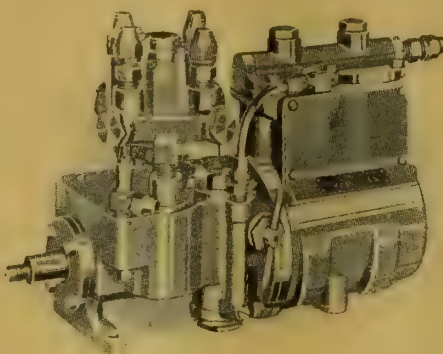
Be SURE. See that your Electrical Apparatus is "NORMA" equipped.

**THE NORMA COMPANY  
OF AMERICA**  
1790 BROADWAY  
NEW YORK

BALL, ROLLER, THRUST, COMBINATION  
BEARINGS.

compressed and ready-made form to the cylinders in firing order, and the explosion of this mixture starts the engine.

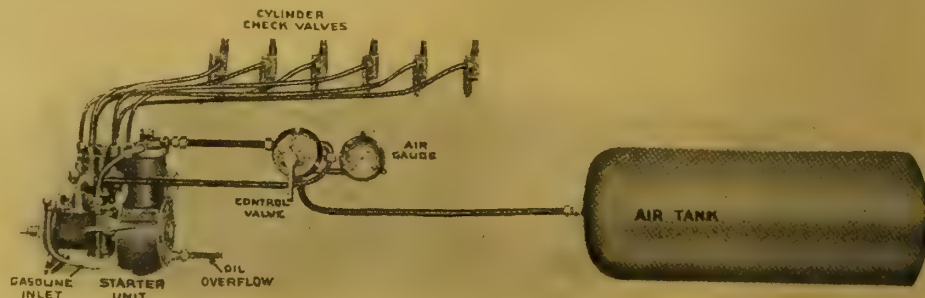
Its manufacturers claim that by turning on the ignition switch and pushing the starter button, the motor starts in one second. With 250 pounds of air in the tank at least fifteen starts can be made without



THE CHRISTENSEN STARTER UNIT

pumping up. When the pressure gets low, by pressing another button the pump starts to operate and the tank is filled in from one to three minutes.

The starter consists of a small but efficient air compressor, a clutch for engaging and disengaging it, a special carburetor independent from the engine carburetor, which only is in action when you start the motor; and a distributor, timed to deliver the charge to the cylinders in firing order. All of these parts are in a unit no larger than a magneto. Besides this there is the control valve, air gauge, air tank, tubing and check valves to each cylinder. The unit weighs 28 pounds,



STARTER UNIT AND ATTACHMENTS SHOWING CONNECTIONS WITH CYLINDERS

the tank 12 pounds, and the fittings 10½ pounds; total weight 50½ pounds.

Attached to a Lauson Beaver 15-25 hp. motor, Dixie magneto, and with a compression of 54 pounds per square inch and the temperature 75 degrees Fahrenheit, the Christensen starter was credited with the following test records:

Test No. 1: To show how many starts can be made without recharging the tank.  
Initial pressure ..... 250 pounds  
Number starts made..... 16  
Pressure still in tank..... 100 pounds  
Pressure for each start.... 9 pounds  
Time required, each start. 1.5 seconds  
Test No. 2: Pump up from 100 to 250 pounds, 4 minutes, 37 seconds.

Test No. 3: Time to restore pressure used for one start, from 240 to 250 pounds, 30 seconds.

Special Test No. 1: While motor was running on kerosene, it was stopped by cutting of the ignition. It was then started on kerosene, with gasoline in the starter carburetor. Pressure in tank, 250 pounds; pressure after start, 240 pounds; pressure consumed, 10 pounds; time required to start, 1.5 seconds.

Special Test No. 2: While motor was running on kerosene, it was stopped by overloading with a brake. The starter carburetor was filled with kerosene and the motor started on kerosene. Pressure in tank, 240 pounds; pressure after start, 230 pounds; pressure consumed, 10 pounds; time required to start, 4 seconds.

Special Test No. 3: While motor was running on kerosene, it was stopped by shutting off the fuel supply, causing entire absence of fuel within carburetor, manifolds, or engine cylinders. Kerosene supply was turned on and with kerosene also in starter carburetor, motor was started. Pressure in tank, 230 pounds; pressure after start, 220 pounds; pressure consumed, 10 pounds; time required to start, 5 seconds.

Special Test No. 4: Motor running on kerosene was stopped by cutting off ignition. Pet cocks were opened and motor started with kerosene in motor and starter carburetor. Pressure in tank, 220 pounds; pressure after start, 205 pounds; pressure consumed, 15 pounds; time required after start, 5 seconds.

Special Test No. 5: Hot water was left out of motor and cold city water circulated through motor till it was as cold as the water. Motor started with kerosene in engine carburetor, gasoline in starter carburetor. Pressure in tank, 205 pounds; pressure after start, 190

pounds; pressure consumed, 15 pounds; time required for start, 6 seconds.

Special Test No. 6: Motor carburetor supplied with gasoline, the tractor put in low gear. The start was perfect, the tractor immediately moved forward. Same test made with tractor in high gear.

Constructive work at home must run well ahead of destructive work at the front.



# "W" INGECO TYPE Throttling Governor Kerosene Engines

Not only good engines but also good sellers, because they're well known. Not only good sellers, but also **good profit payers**—and that's what counts. 1 to 15 H. P. Other modifications up to 160 H. P.

Write for Bulletin fully describing and illustrating this famous line of Engines, also our attractive prices and terms.

## INGECO Battery Lighting Plants

Another big profit-payer for fall and winter. Write for literature describing those 30-volt Systems—safe, convenient, inexpensive and a real necessity.

New Holland Feed Mills, Corn and Cob Grinders—now is the time to reap a harvest on them.

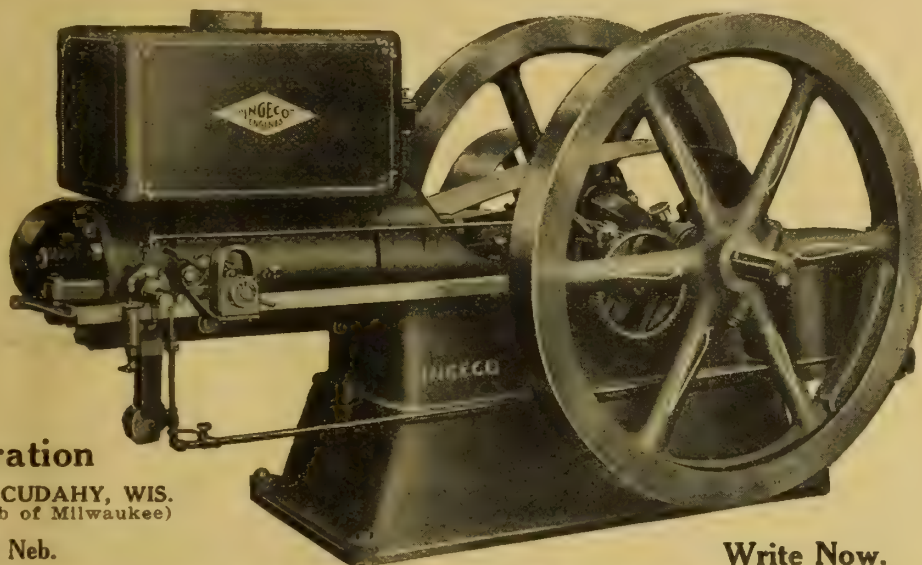
## WORTHINGTON

### Pump and Machinery Corporation

108 HOLTHOFF PLACE,

CUDAHY, WIS.  
(Suburb of Milwaukee)

Central West Branch, 1007 Farnam St., Omaha, Neb.



Write Now.

# Ottawa "F" All Steel Cylinder Corn Sheller

The Most Successful Small Sheller on the Market

Can be operated with a 10-horse gasoline engine. Just what you have been looking for.

We also manufacture the celebrated Ottawa "C" and Ottawa "D" Cylinder Shellers.



Write for Catalog

**KING & HAMILTON COMPANY** Ottawa, Illinois

Branch Houses: Council Bluffs, Iowa; Sioux Falls, South Dakota



## How to Increase Your Business



Your business will grow as you increase your interest in your customers' business.

Growing crops is your customers' business. If you can show your customers how they can grow more crops you are interesting them.

Oliver tractor disk harrows furnish you with a means of providing your customers with an implement that makes their land produce larger and better yields.

Oliver tractor disk harrows stir up and level the soil in one operation. This allows air to work in, and at the same time works out air spaces that prevent capillary attraction.

Oliver tractor disk harrows are easily operated. Each gang is controlled by an individual lever. Strong construction throughout assures long service.

Don't you think it is well worth your time to find out more about Oliver tractor disk harrows?

The nearest branch will gladly furnish full information to you.

**Oliver Chilled Plow Works**  
Plowmakers for the World

Kansas City, Mo.      Omaha, Neb.  
Dallas, Texas



## Draft Affects the Trade

**Many Dealers Uncertain as to how Soon They Will be Called to War.**

Omaha-Council Bluffs, Sept. 20.—Since the registration of men from 18 to 45 for military service has taken place, the topic of conversation among implement men here is what effect this will have upon the implement business. There is a very vital connection. In the first place, as one Omaha man estimated, 50 percent of the retail implement men in the territory come within this age limit, and the result is that these will not know what their status is going to be during the coming year.

There is a feeling among the wholesalers that dealers who come within this new draft age will be more conservative about the volume of stock they lay in at any one time, and will be less inclined to take up new ventures. In other words the tendency will be to hold down and do business on a hand-to-mouth basis.

It is pointed out that if the government could make a fixed rule as to what men will or will not be taken, so that every man could automatically find his status, it would greatly stabilize the business. As it stands, however, much has depended upon the attitude of the local boards in individual cases, and a great deal of sudden and unexpected re-classification has been going on throughout the country, a fact which leaves even the man in a far deferred classification just as uncertain about himself as the man who was at first thrown into class A-1.

Already the salesmen are coming face to face with this situation as they meet the men of the trade in the territory. Dealers are saying, "Well, I don't know how heavily I dare to load up until I know whether I will be in the implement business or in the army next spring."

Not only has the draft begun to worry the implement dealers but it has made itself felt in the way it has taken the younger men from the farms, the younger men with the progressive ideas about farming and the progressive ideas about modern farm machinery.

"The younger farmers are the tractor buyers," says C. E. Miller, manager of the local branch of the Avery Company. "The younger men want the tractors, while the older ones have not learned to run tractors, and many of them do not want to learn."

Dealers throughout the territory can readily name one young man after another who would have bought a tractor next year, but who has been called to the army. The farms many of these young men would have farmed next year will now be let out to renters who will not be so likely to buy a tractor as the young man who is farming his own place.

While this drawing off of the class of men who are tractor buyers has not reached the degree of a calamity to the tractor business, implement men agree that it is a factor worth reckoning with, and that something must be done even-

tually to overcome it. Some have suggested that a definite line of campaign be worked out to educate the older men to the use of the tractor, probably by showing them that the very shortage of manpower occasioned by the going of the young men is what makes power farming necessary.

## Corn Crop 56 Percent.

The report of the state board of agriculture of Nebraska on present indications for the corn crop of the state, gives the crop at 56 percent of normal, or 149,023,000 bushels. On August 1, when there was still some hope of rains, the department issued an estimate which placed the probable crop at 209,785,000 bushels.

In spite of this falling off in the year's corn crop, there are sections of the state that never raised a better crop than they will have this year. John Day of the John Day Rubber & Supply Co. has recently returned from a trip through western Kansas and the territory along the Republican valley in southwestern Nebraska. Mr. Day says that while western Kansas is in bad shape, the corn crop in the Republican valley in Nebraska is the best in years.

Twine jobbers, who had expected a good run in the twine line this fall to take care of the corn binding business, now say they are experiencing nothing of the kind, not that there is no corn being cut, but because the dealers out in the state were overstocked with twine last year, and still have a lot on hand.

## Hebb Motors Co. Factory Fire.

A fire which originated in the Schuck and Yost Lumber Co.'s yards at Lincoln the night of Sept. 7, spread to the Hebb Motors Co., factory No. 2. The factory was damaged considerably and the loss has been placed at \$75,000. This is not the company's new plant which is building in Havelock, a suburb of Lincoln, but one which is located near the heart of the business district of the capital. Investigation is being made to determine whether the fire is of incendiary origin, as it is generally known at Lincoln that the Hebb Motors Co. is at work on government contracts. The loss is partially covered by insurance.

## New Men for E.-B.

J. C. Missick, whose home is at Hastings, Neb., is a new traveler for the Emerson-Brantingham Implement Co., covering the southwest Nebraska territory, part of which was formerly covered by M. P. Coe. Missick formerly traveled this territory for the Challenge Co.

C. B. Oliver, formerly with the Nebraska Moline Plow Co. in northeastern Nebraska, is now traveling for the Emerson-Brantingham company in Iowa in the territory formerly covered by M. R. Mushkin.

## Avery Sales Congress.

Thirty-five salesmen of the Avery Co., from Omaha, Lincoln, Sioux Falls, and Des Moines houses held a sales congress following a dinner at the Hotel Castle, Monday evening, September 16. C. E. Bronner from the home factory, sales-manager of the company, and E. R. Bowen, advertising manager, were present.



# A Service Enlarged and Improved

THE PLYMOUTH DEALERS' SERVICE has been greatly enlarged and improved. New window-trimming material, new literature, new suggestions on how to sell

## PLYMOUTH ROPE

The Plymouth service, intelligently used, helps you to increase your volume, while the Plymouth Rope-by-the-Foot Plan increases your profits. This comprehensive service is free to all Plymouth Dealers.



**PLYMOUTH CORDAGE COMPANY**  
North Plymouth, Mass.

Weiland, Canada





### Wyoming Crops Great.

D. E. Geesaman, house manager of the Parlin & Orendorff Co. in Omaha, is greatly impressed with the Wyoming country through which he has just traveled for a week or two on company business. He says the irrigated districts of Wyoming have splendid crops, and aside from the shortage of farm help, the state is in wonderful shape.

He was greatly impressed with such towns as Worland, for example, which now glitters with big new store buildings and bustles with business where twelve years ago there was nothing but a log cabin hotel and a saloon in a dugout in the banks of the Big Horn river.

### Retailer Will Build.

J. J. Klippenstein of Henderson, Neb., was in Omaha recently and said that he is going ahead with his construction of a fine new brick implement house at Henderson. In spite of discouraging reports concerning the corn crop Mr. Klippenstein has all faith in the future of the implement business. A few years ago he sustained considerable loss in a fire which destroyed his place of business, and since that time he has been operating in a rented building.

### Change at Fullerton.

T. M. Sheaff & Son at Fullerton, Neb., have sold a large part of their implement stock at that place to L. Speltz who operates a line of grain elevators between Ogallala, Neb., and Julesburg, Colo. Sheaff took in 1,440 acres of land near

Ogallala on the trade. The Speltz interests will operate the implement business in Fullerton in the old Sheaff place, while Mr. Sheaff will take up another location in Fullerton at least for a time, as he still has a large part of the stock left. Mr. Speltz also bought the Cedar Rapids business of the Sheaff firm.

Fred Nelson of Nelson & Co., Potter, Neb., came to Omaha last week and entered the Methodist Episcopal hospital for treatment. He has been ill for several months.

E. J. Evans has been put in charge of the Des Moines block for the Avery Co. Mr. Evans was formerly with the Parlin & Orendorff Co.

Raymond Cox, son of Manager W. E. Cox of Hooven & Allison Company, has been made a sergeant in the coast artillery in the Philippines, where he has been stationed for some time.

G. N. Hypse, manager, and V. A. Johnson, secretary of the T. G. Northwall Co., went to Twin Falls, Ida., last week to look after their ranching interests there.

F. J. Hindelang, manager, W. J. Smith, assistant manager, and C. W. Clark, tractor manager of the J. I. Case Plow Works office in Omaha, all attended the house convention of the company at the home office at Racine last week.

Parson—Cheer up, sister; your husband is now in heaven.

Widow (sobbing)—Yes, and so is his first wife, whom he fairly idolized.—New York Globe.

### Already in Business.

A San Francisco youth who recently enlisted in the army was sent a questionnaire by a local draft board and it was forwarded to him in France.

Dutifully he sat down and filled it out. Here are some of the questions and his answers as they were received by the draft board:

Q. Are you an expert in any occupation? A. Fighting Huns with a bayonet.

Q. What language do you speak? A. Pigeon French.

Q. What enterprise are you engaged in? A. Fighting Huns.

Q. State the name under which the enterprise is conducted. A. European war.

Q. What is produced by said enterprise? A. Hell.

Q. How many persons are employed in the plant where you work? A. Ten million.

Q. Are you engaged in an agricultural enterprise? A. Plowing "No Man's Land."

Q. Are you an employe or managing head of the enterprise? A. Rear of enterprise.

Q. State the kind of farm. A. Poor farm.

Q. What branch of the work are you engaged in? A. Digging trenches.

Q. What is produced by the branch? A. Shell craters.

Q. State the number and kind of livestock on the land. A. Crums, Huns and other vermin.

Q. How many persons live on the land? A. None, very long.

# What is Accomplished for the Dealer in

## The New HART-PARR

Naturally dealers and distributors want to handle what the trade demands, because reduced sales resistance lessens the cost of selling and assures increased volume.

The great demand for New Hart-Parrs is an expression of the farming public's approval of them.

It was our aim to produce a 3-plow tractor with all the strength, proportionate power, economy and reliable operation of the larger Hart-Parrs so famous for years.

Our aim finds its accomplishment in the New Hart-Parr—a sturdy, dependable,

simple tractor that burns kerosene as successfully as gasoline tractors burn gasoline. It is a 3-plow tractor with 30 HP on the belt and with bulldog tenacity at all work.

Your customers know the value of experience, continual improvement and dependability. Thus there is a great advantage in selling the New Hart-Parr because you have back of it the strength and years of experience of the founders of the tractor industry and the builders of the first successful kerosene tractor.

Sales resistance is reduced by the New Hart-Parr.

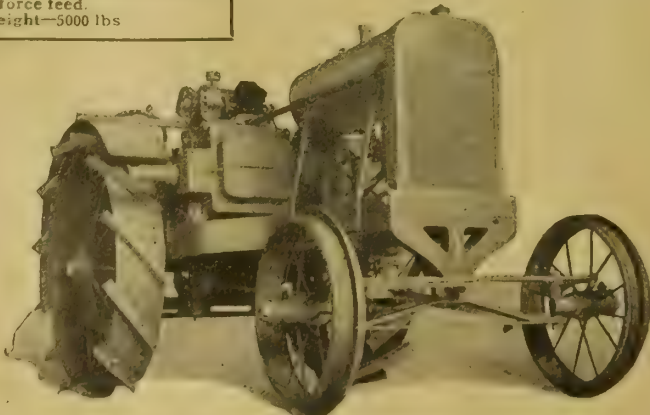
Our contract is a very desirable one. You can sell plenty of New Hart-Parrs, and in selling them you are selling a recognized necessity.

Dealers and distributors should write today for descriptive literature, specifications and sales plans.

HART-PARR COMPANY, 528 Lawler St., Charles City, Iowa

#### SPECIFICATIONS

Power—Pulls 3 plows—30 HP on belt  
Motor—2 cylinder twin, 4 cycle Valve in head. 750 RPM  
Motor Frame—Cast steel, one piece. No bend, no twist.  
Carburetor—New Dray kerosene shunt  
Bearings—S. K. F. and Hyatt  
Speeds—2 forward. 2 and 3 mi. 1 reverse  
Transmission—Selective sliding gear  
Radiator—Perfex—shaft driven fan.  
Lubrication—Madison-Kipp force feed.  
Weight—5000 lbs





## *Highway Transportation Lines in Your Community Are Up to You*



MOTOR TRUCKS are to supplant freight trains for hauls of less than two hundred miles throughout the United States for the period of the war," said the newspapers on the 10th day of last November, and that was the signal for the great development which has since been made.

Although America has the greatest network of railways in the world, America's full participation in the war soon created transportation burdens which were tremendous even for such a system. The Government, the National Council of Defense, the various state councils and the motor truck manufacturers and dealers, have worked shoulder to shoulder to bring about a more complete and effective system for handling all short haul traffic through the establishment of highway transport lines.

There is nothing new about highway transport lines, Motor Truck transportation companies having been in operation in different parts of the country for years. The only thing new about this method of transportation is its development in such a short time into a nationwide service.

Early transportation companies started because of the lack of railroads in certain parts of the country. The recently established transport lines have started as a result of freight congestion and the practical refusal of express companies and the railroads to handle short haul business. The greatest promise of these lines for the future is that they are being established by companies organized to handle Motor Truck delivery from a commercial standpoint and make it pay. These lines are succeeding today, and if they are successful under present circumstances, there is no reason why highway transport lines should not continue after the war and become a permanent addition to the transportation system of the country. The railroads and express companies cannot profitably handle short haul business anyway, even under normal circumstances, and when merchants and buyers once become used to the speed and economy of Motor Truck transportation, they are going to insist that the service be continued.

This Company has made investigations into what profits may be expected from highway transport lines, and the information we have gathered is available to dealers interested in taking advantage of this opportunity.

A letter or telegram from you will have our immediate attention.

**Motor Truck Department**

**International Harvester Company of America**

(Incorporated)

**Chicago**

∴

**U S A**



# Motor Car and Accessory Directory

## No More Automobile Shows.

There will be no automobile shows for the remainder of the war. Resolutions to this effect were passed recently by the National Automobile Chamber of Commerce, and announcement made to the members.

The action follows the request of Bernard M. Baruch, chairman of the War Industries Board, and George N. Peek, commissioner of finished products. All promoters of local shows of automobiles, trucks and accessories are urged to abandon their plans for the coming winter. The annual New York and Chicago automobile shows will be among those abandoned.

In the resolutions the National Automobile Chamber of Commerce declares that the holding of shows, with the consequent use of transportation, fuel and labor, would be inconsistent with the patriotic obligations of the industry.

In January, 1900, there were eleven gasoline automobiles in Cleveland.

## GASLESS DAY IS OBSERVED

### In Meanwhile Senate Asks for Reasons for Restrictions.

The United States east of the Mississippi river has been obediently observing automobileless Sundays, in response to the order issued by the Fuel Administration on the grounds of the necessity of gasoline conservation. In the meanwhile Senator Lodge introduced into the Senate a resolution calling upon the Fuel Administration to give the reason for the gasolineless Sundays, in view of repeated statements that the gasoline situation had not reached the point of an actual shortage. The request for information has been made by the Senate and it is stated that an investigation may follow if it is felt the information is not sufficient.

Announcement that Fuel Administrator Garfield expects soon to fix the price of gasoline for domestic consumers as well as the Government and the Allies, is the latest development in the situation.

### A Ruling on Auto Rates.

A recent decision of the Interstate Commerce Commission allowed railroads to class automobile bodies over 36 inches in height as products which should carry four times first-class freight rates, but refused to allow any higher than three times first-class rates on automobile bodies less than 36 inches in height.

### Big Motor Truck Contract.

The Peerless Co., New York, has taken a contract from the United States Government to manufacture 3,000 ton, one-half and two-ton trucks.

The 1918  
Cooperative  
Tractor Catalog  
Will be Extremely  
Valuable to Every  
Dealer Interested  
in Tractors and  
Accessories.  
Free With a  
Years Subscription  
to the Implement & Tractor  
Trade Journal

**Bonniwell-Calvin Iron Co.**  
KANSAS CITY, MO.  
Jobbers of Auto Accessories  
Write for Catalog

**AUTOMOBILE STORAGE**  
Fireproof Warehouse  
Low Insurance Rate  
Sprinkler System Private Sidetrack  
Short Distance from Automobile Center  
**D. A. Morr Transfer & Storage Co.**  
2114 Central St. and 14th and Baltimore  
KANSAS CITY, MISSOURI

**Blish, Mize & Silliman Hdw. Co.**  
Atchison, Kansas  
Automobile and Garage Accessories  
DISTRIBUTORS OF McGRAW AND  
HARTFORD TIRES



Pioneer Jobbers  
in the Automobile  
Accessory Line

**Wyeth Hdw. & Mfg. Co.**  
St. Joseph, Mo., U. S. A.

Tractor, Automobile,  
Gas Engine

## ACCESSORIES

Write on Your Business  
Stationery for Catalog

**Campbell**  
Iron Company

839 CASS AVE. ST. LOUIS

## OAKLAND

SENSIBLE SIX

Model 34B, Sensible Six

Touring Car and Roadster \$1050.00  
4 Passenger Coupe 1550.00  
5 Passenger Unit Body Sedan 1550.00

**Oakland Motor Car Co.**

1521-23 McGee Street  
KANSAS CITY, MO.

## INTER-STATE

TOURING CARS AND ROADSTERS

**Western Motor Company**

502 Firestone Bldg. Kansas City, Mo.  
Write for Dealers' Proposition

## AUBURN 6-39 \$1085 6-44 \$1535

CHUMYS & TOURINGS

"The Most for the Money"

PEERLESS LIGHT \$1890.00

ALL THAT THE NAME IMPLIES

**GRIDLEY MOTOR CO.**

1624-26 Grand Ave., Kansas City, Mo.  
NEW LOCATION announced later.

## Butler Folding Truck Bodies



FOR FORDS AND CHEVROLETS  
**BUTLER**  
Fold Up When Not In Use.

**THE Butler Folding Truck Body**  
changes your roadster into an efficient, light delivery truck almost instantly. Simply unfold and it's ready for a load. Your car resumes its regular roadster appearance when a truck body is not needed. Advertising marks fold up out of sight.

Well built of heavy steel; all seams welded. Low in price, neat and attractive. Ask your dealer or write for descriptive circular and price.

**BUTLER MANUFACTURING CO.**  
1325 Grand Ave. 900 Sixth Ave. S. E.  
Kansas City, Mo. Minneapolis, Minn.  
We also make permanent truck bodies for all cars.  
Air compressor outfits, gasoline and oil storage outfits. Ask for bulletin.





## BALDWIN ROLLER CHAINS

Chain drive on tractors has proven most efficient. More tractors have BALDWIN CHAIN DRIVES than any other.

This is because the efficiency and "know how" of Baldwin's product has been conscientiously applied to the tractor problem.

### OUR AGENTS

C. D. Schmidt, 276 Canal St., New York City.  
N. A. Petry Co., Inc., 1307 Race St., Philadelphia, Pa.  
Walter H. Williams, 175 Massachusetts Ave., Boston, Mass.  
W. D. Foreman, 1607 Prairie Ave., Chicago, Ill.  
M. & M. Co., Cleveland, Ohio.  
Neustadt Automobile & Supply Co., St. Louis, Mo.  
Motor & Machinists' Supply Co., Kansas City, Mo.  
C. J. Smith & Co., St. Paul, Minn.  
M. A. Bryte, Inc., 543 Golden Gate Ave., San Francisco, Cal.  
Lyman Tube & Supply Co., Ltd., Montreal, Toronto, Can.  
J. M. Howe, 245 Plymouth Bldg., Minneapolis, Minn.  
Wirthlin-Mann Co., 318 West Third St., Cincinnati, Ohio.  
H. V. Greenwood, 122 So. Michigan Ave., Chicago, Ill.



**Baldwin Chain and  
Manufacturing Co.**

**WORCESTER,  
MASS.**

## The Governments Come To Us For Tractor Data

When foreign governments wanted to obtain complete information about American Farm Tractors three years ago, they wrote for copies of the Cooperative Tractor Catalog. Each succeeding year has seen these requests multiply.

The large export interests likewise are depending upon us for tractor data. The engineers interested in standardization, the factory officials, the designers, the salesmen are actually demanding continuation of this service.

The largest tractor and farm machinery companies equip every road man with a copy.

The United States consuls all over the world have called upon us for Cooperative Tractor Catalogs.

And in the retail end, every live farm equipment dealer and jobber uses this complete service.

**Implement & Tractor  
Trade Journal**

United Dealers Always Make the Most Money

# Trying To Burn Kerosene In a Gasoline Engine Is Like Trying to Burn Coal In An Oil Stove

Mr. Dealer, if your customer intends to use *gasoline*, then sell him a Gasoline Engine—but if kerosene is the fuel then by all means *urge the use of a Kerosene Engine*.

Don't expect a made-over gasoline engine to successfully burn kerosene—it cannot. The United Gasoline Engine burns gasoline. The United Kerosene Engine, the result of many years of experimenting in the laboratories of United engine experts, is designed and built throughout for the express purpose of burning kerosene—it is a *real kerosene engine*.

Hundreds of make-shift kerosene engines have appeared on the horizon only to disappear like a mushroom over night. But the United Kerosene Engine has weathered the test of time and year after year has continued and will continue to successfully burn kerosene.

## THE UNITED GAS-PRODUCING KEROSENE CARBURETOR



Our own engine experts designed our own carburetor. The United Carburetor conducts the intense hot exhaust through a short manifold into the large jacketed space which surrounds the inner tube of the carburetor. The mixture becomes a superheated, powerful gas before it enters the cylinder. It cannot cling to the inner walls of the cylinder—it cannot cut the lubricating oil. Hot water from the cylinder jacket passes through a tube and needle valve into the carburetor. A small amount of water mixed with the kerosene and air prevents carbon and "knocking."

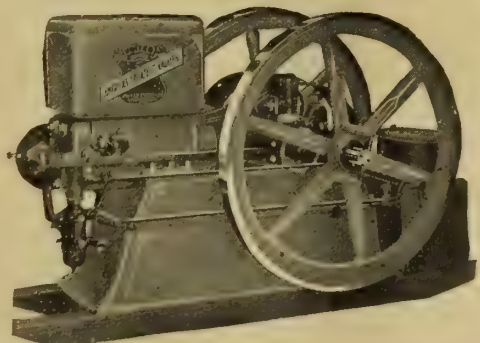
Write for complete information about "Kerosene Carburetion."  
It will help you sell Kerosene Engines

## THE UNITED LINE of Fast Selling Engines

Compare these specifications with other engines, then decide for yourself

2 1/2	H. P.	500	Lbs.	4	In. Bore	5 1/2	In. Stroke	20	In. Fly Wheel
3 1/2	"	650	"	4 1/2	"	6	"	24	"
4 1/2	"	1000	"	4 3/4	"	8	"	27	"
6	"	1700	"	5	"	10	"	40	"
9	"	2100	"	6 1/2	"	10	"	42	"
12	"	3000	"	8	"	13	"	48	"

**We Build  
Kerosene  
and Gas  
Engines  
in all Sizes  
from  
13-4 to 12  
H. P.**



**WIRE OR WRITE FOR PRICES**

**United Engine Company**  
Lansing, Michigan—Independence, Iowa  
Kansas City, Mo.—Albany, N.Y.—Minneapolis, Minn.  
AMERICA'S GREATEST VALUES





## Make The 1919 Contracts

Business Prospects Are Said to Be  
Even Better than the Past Year.

Kansas City, Mo., Sept. 21.—Distributors of farm implements are busy with

the 1919 contracts. The contracts are being made from a month to three months earlier than they were last year. Prices are listed for everything except binders, mowers and other harvesting machinery. With but a few exceptions the distributors say that indications are that 1919 will produce more business than the past year.

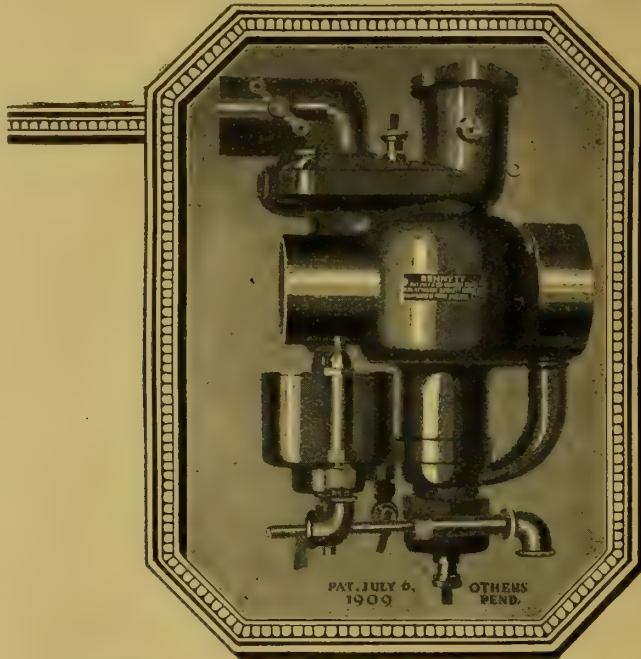
Rain and cooler weather have put the soil in fine shape. Fall plowing is practically finished and seeding will be in full swing early next week. H. C. Shriner, a traveler for the Dempster Mill Mfg. Co., says that for a 25 mile radius around Tarkio and Fairfax, Mo. the corn

is in good shape, elsewhere in northwest Missouri the crop is practically lost, however.

In the regions about Dallas and El Paso crop conditions are very bad according to C. S. Heimbauch, sales manager for the John Deere Plow Co., who has just returned from Texas. Implement jobbers in Dallas say that business is very poor, Mr. Heimbauch said.

W. H. Seed With Aultman & Taylor.

W. H. Seed, one of the most prominent advocates of good roads in the southwest, has been added to the sales force of the



Kerosene  
is  
"Particular"

# Bennett

## KEROSENE CARBURETOR

THE limit of combustible mixtures for kerosene is strict, while gasoline burns within 50% of the correct proportion. Kerosene requires its own conditions or it will not work. It is a "particular" fuel.

Kerosene is the fuel tractor buyers demand today.

The successful tractor must master the peculiar requirements of kerosene. It cannot do this by attempting to make over a gasoline engine and a gasoline carburetor.

The successful kerosene tractor must have a kerosene engine and a KEROSENE CARBURETOR. By supplying kerosene

with the exact conditions it demands, the successful kerosene tractor secures maximum efficiency from kerosene under daily working conditions.

For seven years the Bennett Kerosene Carburetor has been the standard. Today it is a vital factor in the success of the leading kerosene tractors. It has mastered the requirements of kerosene.

Bennett Carburetor Air Cleaner

AS well pour emery into your tractor as let it work unprotected in its own dust. Keep dust out with the Bennett Carburetor Air Cleaner and you will find less wear on bearings, rings, and valves and better fuel economy. Send for information.

**WILCOX-BENNETT CARBURETOR CO.**  
Specialists in Kerosene Carburetors  
*Minneapolis*



## Red Seal Dry Batteries



*Spark Strongest  
Lasts Longest*

The Guarantee Protects You

ASK YOUR JOBBER

Guarantee backed by  
**MANHATTAN ELECTRICAL  
SUPPLY CO., Inc.**

Chicago New York St. Louis Frisco

Factories:  
Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.

# FRENCH DRY CELLS



**French Flasher  
Quality**

**FRENCH BATTERY & CARBON CO.  
MADISON WISCONSIN  
BATTERY No. 1**

## More Pep Bigger Profits

Every dealer now knows there is a close relationship between "Pep" and "Profits" in batteries.

That's why French Dry Cells are such fast sellers—they have more "Pep"; are more uniform; last longer; satisfy better. This means more sales and bigger profits.

### ***Positively Guaranteed***

French Dry Cells can be relied upon always. Dealers are positively protected from loss within the period of estimated shelf life.

Users are guaranteed superior service, whether for gas engine, tractor, automobile, telephone, or door bell—on farms or in the city.

French Dry Cells are therefore, without question, the best and most satisfactory batteries for dealers to sell.

***Figure out your needs and get  
in touch with your jobber***

**French Battery & Carbon Company  
Factory—MADISON, WISC.**

BRANCH OFFICES  
Minneapolis Chicago Kansas City Atlanta Dallas

## TRACTOR WHEELS



All Sizes and  
Capacities

Mechanical detail and superior merit the result of twenty-five years of specializing in steel wheel manufacture.

We manufacture wheels to conform to special requirements of tractor builders.

Inform us of your requirements and take advantage of such help as can result only from our broad and long experience.

We also manufacture steel wheels for all other purposes.

**FRENCH  
& HECHT**

Successors to  
Bettendorf Metal Wheel Company  
Davenport, Iowa and Springfield, Ohio

## TRACTOR

GEARS AND  
TRANSMISSIONS

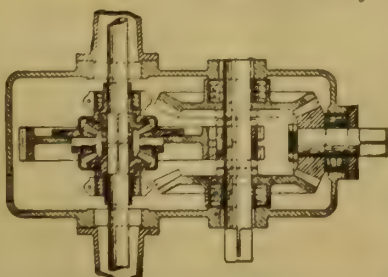
Our facilities and expert knowledge of the tractor business enable us to give you the best possible service and engineering advice. Consult us freely.



**William  
Ganschow  
Co.**

Chicago

Washington Blvd.  
at Morgan St.





Aultman & Taylor Machinery Co. Mr. Seed at one time was secretary of the Young Men's Business Club of Springfield, Mo., and more recently was secretary of the Chamber of Commerce of Miami, Okla. He has a wide acquaintance thruout Missouri and Oklahoma. Mr. Seed will represent the Aultman & Taylor Company in southeast Missouri and will make his headquarters at Springfield, Mo.

### K. C. Implement Club to Meet.

The first fall meeting of the Kansas City Implement, Vehicle and Hardware Club will be held Monday evening, Oct. 14, at the Hotel Baltimore. Dinner will be served at 6:30 o'clock. The program for the evening will be announced later.

### "Deacon" Smith Is Transferred.

N. E. "Deacon" Smith, traveler for the Rock Island Implement Co., has been transferred from the territory in southeastern Colorado to the territory in southeastern Kansas. On the southeastern Kansas territory he will succeed Rice Shugart who has been brought into the offices and promoted to the position of cashier.

### J. A. Yeary to a Kansas Territory.

J. A. Yeary has been assigned to the northeastern Kansas territory by the Massey-Harris Harvester Co. Mr. Yeary for a number of years traveled for the St. Louis branch of Massey-Harris. He is known to the trade in this territory, however, having been connected with the Plymouth Cordage Co. He will make his headquarters in Kansas City.

### H. G. Leibfreid With Oliver.

H. G. Leibfreid, recently with the Stowe Supply Co. and for thirteen years with the John Deere Plow Co., has been added to the office force of the Oliver Chilled Plow Works. Mr. Leibfreid has been placed in charge of the order and billing departments.

### W. B. Dye to Sell Spreaders.

W. B. Dye has been added to the sales force of the New Idea Spreader Co. He is a son of E. E. Dye, local manager for the company. Mr. Dye at one time was with the Gille Mfg. Co., but recently has been employed at Richmond, Ind.

### Let the West Bottoms Paving.

Contracts for the repaving in the West Bottoms have been let by the board of public works a total estimated cost of \$170,896. The streets will be repaved with Wisconsin Red River granite on a 10-inch concrete base, making them available for heavier traffic than any other streets in the city.

J. E. Welch was awarded the contract for repaving Eighth Street from a point 279 feet east of Santa Fe Street to Madison Avenue, and Mulberry Street from Ninth Street to Thirteenth Street. His bid was \$7.74 a square yard.

Foxall P. McCormick was awarded the contract for repaving Hickory Street from St. Louis Avenue to West Kansas Addition, and Thirteenth Street from Liberty Street, on a bid of \$7.73 a square yard.

M. J. Healey, general manager for the John Deere Plow Co., left this past week

to accompany his son, Burke Healey, as far as Chicago on his way to Asheville, N. C., to attend school. Mr. Healey will go from Chicago to Moline.

Grover C. Weyland, manager for the J. I. Case Plow Works, became the father of a daughter Friday, Sept. 6.

C. S. Slaker, sales manager for the Stover Mfg. & Engine Co., Freeport, Ill., and Lee Ladden, assistant sales manager, accompanied Ira T. Wait, local manager, to Hutchinson this past week where the Stover company has an exhibit at the Kansas State Fair.

N. H. Williams, sales manager for the Cushman Motor Works, Lincoln, Neb., was in Kansas City this past week on his way to St. Louis. The Cushman people have just experienced one of the best years in the history of their organization, according to Mr. Williams.

Dealers and buyers in the West Bottoms this past week included: H. A. Smith, Burlington, Kan.; Charles Wright, Carlton, Mo.; E. F. Mollenkamp, Lexington, Mo.; J. C. Graham, Amsterdam, Mo.; G. T. Gentry, Kearney, Mo.; C. H. Bruhn, Whitewater, Kan.; William Green, Lawrence, Kan.; Harry King, Zarah, Kan.; W. A. Dooley, Dearborn, Mo.; George W. Mitchell, Sharon, Kan.; R. L. Hammons, Mapleton, Kan.; W. D. Harrison, Belton, Mo.; A. J. Hunter, Knobnoster, Mo., and J. B. Webb, Mosby, Mo.

Crawford—What do you do when a woman asks your advice?

Crabshaw—Find out first what she has made up her mind to do.—New York Sun.



**Ankorite**  
STEEL FENCE POSTS

## DEALER'S PROFITS IN ANKORITE POSTS

You can make unusual profits in fence posts if you become an Ankorite Dealer now. Why? Because Ankorite Steel Drive Posts fulfill the farmer's great demand for a post that enables him to build a strong, long-lasting fence with the **GREATEST SAVING OF TIME, LABOR and MONEY.**

Ankorite Posts have Exclusive Patented Features of design and construction that give superiority over all other fence posts.

**WE HELP THE DEALER**

Each Ankorite Dealer gets all the Ankorite Post business in his territory. He gets the benefit of our extensive Farmer Advertising Campaign and valuable co-operation from our Service Department. That means a rapidly increasing volume of sales and profits.

**GET THE FACTS**

The Ankorite is an unusual post. It is a remarkably good seller. Get the facts about the fence post business. Write today for our Exclusive Sales proposition and our New Catalog.

**CALUMET STEEL CO.**  
Established 1907  
Dept. 15  
208 S. La Salle St.  
Chicago, Ill.

**From MILL DIRECT to DEALER**

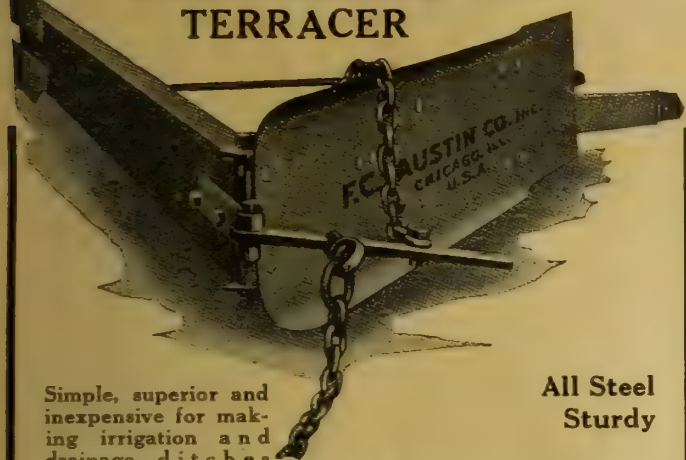
**PROMPT SHIPMENT IN ANY QUANTITY**

The **PATENTED CRIMPED ANCHOR** on all **ANKORITE POSTS**



# AUSTIN FARM DITCHER

ROAD GRADER and  
TERRACER



All Steel  
Sturdy

Simple, superior and  
inexpensive for mak-  
ing irrigation and  
drainage ditches

—grading and building roads—building and tearing  
down rice levees—terracing—back-filling tile ditches—  
filling gullies—bed-furrowing and making turn-rows—  
making fire guards for fences and buildings—and for  
many other uses.

Live dealers will recognize in this implement of  
many uses a means of quick and easy profit.

Made by a firm for forty years leaders in the manu-  
facture of earth working machinery.

For full particulars, write for catalog.

**F. C. AUSTIN COMPANY, Inc.**

Dept. B Railway Exchange Bldg.  
CHICAGO

## Published Each Week

The Implement & Tractor Trade Journal is pub-  
lished each week in the year. It not only reviews  
all important matters the same as a monthly publi-  
cation, but it adds the vitally important service of  
timeliness. The big happenings in the tractor-im-  
plement field are handled and commented on while  
they are *real news*.

52 Issues—\$2.00

## DISC PLOWS

**M**OLDBOARD Tractor Plows are  
sure to fail to work in many  
places. The next thing to do is to  
get Sanders Tractor Disc Plows.

Or, it would be better to get Sanders Disc  
Plows in the beginning, thereby saving much  
trouble and the cost of the moldboard plow.

**Newell Sanders Plow Company**  
Chattanooga, Tenn.

## For More Than 50 Years

the dependable pumping service provided by Star  
Windmills has been an important factor in dairy-  
ing, stock raising and farming. Once installed,  
but a minimum of expense and attention required

that the Star may  
give the efficient,  
economical service  
demanded of a good  
windmill. A dash of  
oil but once a year  
insures ample lubrica-  
tion.

# STAR

## DEALERS

The Agency for STAR Windmills offers you op-  
portunity for more sales with less effort, plus the  
margin of profit so essential for a successful busi-  
ness. Write today for complete information.

**Flint & Walling Mfg. Co.**

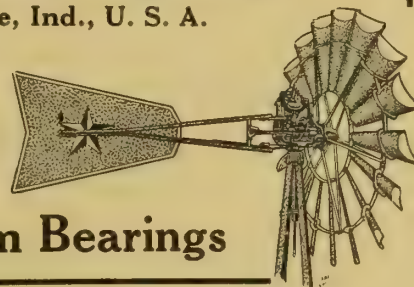
Kendallville, Ind., U. S. A.

Model 12

**STAR**

Equipped with

**No-Oil-Em Bearings**



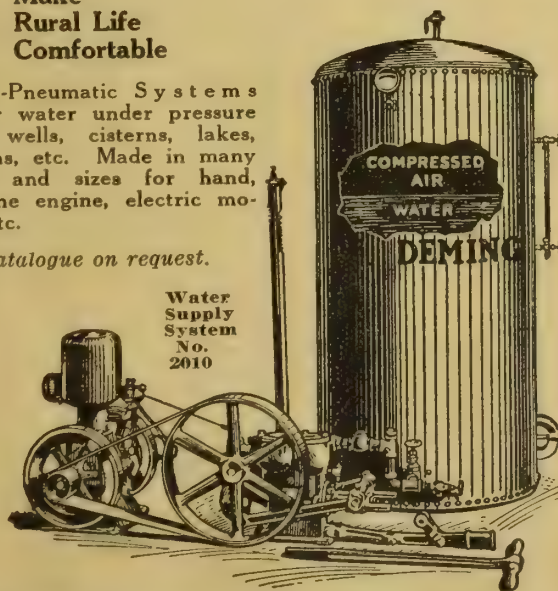
## DEMING WATER SYSTEMS

Make  
Rural Life  
Comfortable

Hydro-Pneumatic Systems  
supply water under pressure  
from wells, cisterns, lakes,  
streams, etc. Made in many  
types and sizes for hand,  
gasoline engine, electric mo-  
tor, etc.

Catalogue on request.

Water  
Supply  
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No.  
2010



**THE DEMING COMPANY**

Hand and Power Pumps for All Uses  
SALEM, OHIO

GENERAL DISTRIBUTORS:

Chicago, Henlon & Hubbell; Pittsburgh, Harris Pump & Supply Co.;  
Denver, Hendrie & Bolthoff Mfg. & Supply Co.; Kansas City, Eng-  
lish Tool & Supply Co.; New York, Ralph B. Carter Co.; Buffalo,  
Root, Neal & Co.; Philadelphia, W. P. Dallett Co.; Boston, Chas. J.  
Jager Co. Other Agencies in Principal Cities.



## WICHITA



## Plan Record Wheat Crop

## Many Tractors Sold as a Result of the Increased Acreage.

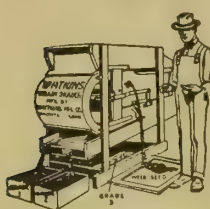
Wichita, Kans., Sept. 20.—Recent rains in Sedgwick and surrounding counties are causing the farmers in this territory to put in a wheat crop far in excess of

## Wichita Supply Co.

BELTING, PACKING, WIRE  
CABLE, THRESHER SUPPLIES

Phone M. 537

Wichita, Kas.

Watkins  
Grain Grader

Cleans and Grades  
all kinds of Grain and  
Seeds. Separates Mixed  
Grains. Takes out  
Dockage. No other  
machine like it.

Large Capacity

Indorsed by Elevator Men, Government Grain  
Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

Watkins Mfg. Co. 242 South Wichita St.  
WICHITA, KANS.

## BULLER-COUPLER



A perfect, automatic hitch for  
Tractors, Trucks, Automobiles,  
Threshers. Can be easily attached  
to any tractor, truck or trailer.

A STANDARD EQUIPMENT.

BULLER COUPLER COMPANY

Hillsboro, Kansas

Russell Tractors 4 Sizes



12-24 "Little Boss"  
15-30 "Little Boss"  
20-40 "Big Boss"  
30-60 "Giant"

## Russell "Little Boss" Tractor

Russell Threshers and Steam Traction Engines.  
Ask about Russell "Junior" Thresher for small  
tractor users. Dealers Wanted.

Geo. O. Richardson Machinery Co.  
227 So. Wichita St., Wichita Kans.  
(Home Office: St. Joseph, Mo.)

last year and for this reason business has been unusually good for this season of the year on "Thresher's Row." At some points in the West the rain was much heavier than in Sedgwick County, several places reporting much as four inches of rain.

Shortage of farm labor during the past harvest season has influenced many farmers in buying small size tractors, for according to the present prospects Kansas will have a bumper wheat crop next year and farmers are planning on doing as much work as possible themselves and buying the machinery which is most easily operated. Many large tractors are still being sold but the popular sizes are the 15-30 and the 20-40 while the 12-24 commands a good sale.

Beginning the latter part of October and the first of November the farmers in this section will begin threshing cane and kafir corn and it is reported that many outfits are being purchased for this purpose.

## Plan Wichita Tractor Show.

The principal topic of conversation among tractor and implement men at the present time is the plans which are being made for the Seventeenth Annual Tractor show which will be held in Wichita the week of Feb. 17, 1918. This year, Fred Wieland, manager of the George O. Richardson Machinery Co. and secretary of the Wichita Tractor Club, has obtained the Forum and the new Exposition Building, which is a new annex to the Forum just being completed, for the tractor show. This will give the exhibitors a total of more than two acres of floor space under one roof. Plans are being made for a tractor parade which will be the feature of the show the same as last year, but will be on a much larger scale. Already the enthusiastic members of the tractor club are interesting implement concerns outside of Wichita in the coming show and it is understood that many of these will enter exhibits. It has been arranged by Mr. Wieland to have heat and light in the buildings, enabling the managers to keep the show open during the evening, which will probably increase the attendance to more than double that of last year.

J. E. McOmber, sales manager of the Watkins-McCabe Mfg. Co., manufacturers of grain graders, is in Iowa on a three weeks' business trip in the interest of the firm.

A 30 h.-p. engine and equipment was bought last week from the Geo. Richardson Machinery Co., by a number of farmers in Sedgwick County. Mr. Wieland stated that this was the largest engine in the house.

## Fully Explained.

A tramp knocked at a farmer's door and called for something to eat.

"Are you a Christian?" asked the good-hearted countryman.

"Can't you tell?" answered the man. "Look at the holes worn in the knees of my pants. What do they prove?"

The farmer's wife promptly brought out the food, and the tramp turned to go.

"Well! well!" exclaimed the farmer. "What made those holes in the back of your pants?"

"Back-sliding," replied the tramp, as he hurried on.—Implement and Vehicle Record.

## MINNEAPOLIS



## Terminal Choked With Cars

## Shortage of Labor Causes Severe Grain Congestion at Minneapolis.

Minneapolis, Minn., Sept. 19.—The rush of grain to the market has resulted in the Minneapolis terminals being so filled with cars that they cannot be unloaded promptly. This is due to the scarcity of labor. A temporary embargo has been laid on the city by the Railroad Administration until the 5,600 cars which have accumulated shall be unloaded. The diversion of grain to other markets will have a tendency to interfere with collections, at least temporarily. Local commercial bodies are doing all in their power to secure help for the situation. It is expected that the delay will be only for a short time.

The review of the crop situation, as shown by shipments and elevator receipts, indicates that the yields of corn, wheat, oats and other grains, as a whole, are fully as good as was anticipated at the start of the harvest, and often better. On the whole, the crops have turned out better than expected.

Collections are not startling to any extent as yet, although there are a fair number of early payments, but all indications point to a satisfactory run of collections on Oct. 1 and Nov. 1 accounts. There is no reason for any delay in getting in accounts this fall, as the marketing of all grains has been exceptionally early. Wholesale houses are counting upon cleaning up fall collections in shorter time than usual. In those sections where conditions were so bad that collections are about out of the question, settlements of some kind are being made on such basis as conditions permit. Fall collections as a whole are likely to be out of the way early.

## Expect Increased Saw Trade.

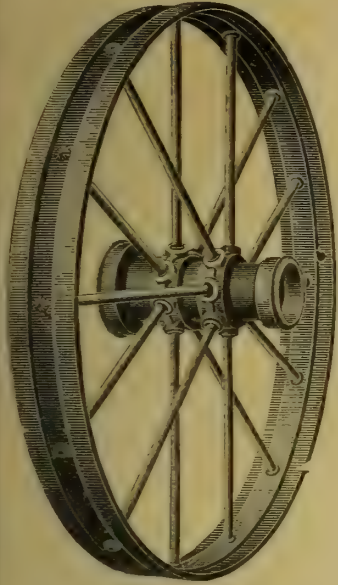
Fall plows, tractors and tractor outfits are in demand, and seemingly have had





# HAVANA WHEELS

## They Carry the Load



Metal Wheels of  
All Kinds to Suit  
Customer's  
Requirements

### Havana Metal Wheel Co.

HAVANA, ILL.



You will eventually  
support the one house  
that does business in  
the right way.

## WHY NOT TAKE ADVANTAGE OF OUR SERVICE NOW ?

We are Equipped to Satisfy  
your most Exacting  
Requirements

THE  
**FAETH IRON CO.**  
KANSAS CITY, MO.



Steel for Service

## Reliable Gears

Every tractor sold either helps sell others in the same community or else prejudices farmers in that section against tractors in general and those of that maker in particular.

Gears are a vital part of tractors. Those made from **Carnegie Rolled Steel Blanks** will safeguard tractors against breakdowns in the farmer's busiest season.

Protect future tractor sales by building gears made from Carnegie Rolled Steel Blanks into tractors.

### Carnegie Steel Company

General Offices: Pittsburgh, Pa.

1004

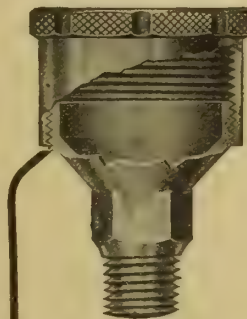


Fig. 200—PLAIN

## EMPRESS

Brass and Steel Grease  
and Oil Cups

**BUILT  
FOR  
SERVICE**

Catalog V Upon Request

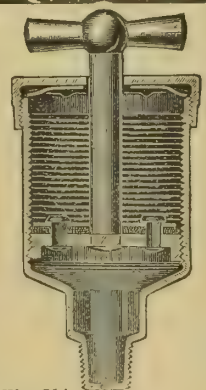


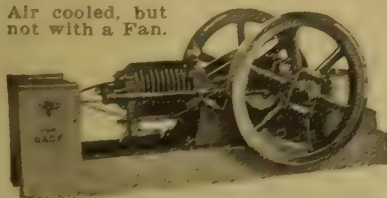
Fig. 214

**BOWEN PRODUCTS CORPORATION**  
Successors to Bowen Mfg. Co. Auburn Division, AUBURN, N. Y.

# THE GADE "THE ENGINE THAT BREATHES"

Excels All Others in  
POWER SIMPLICITY, DURABILITY AND FUEL ECONOMY

Air cooled, but  
not with a Fan.



Dealers reap big profits selling our famous pumping engines. On the market eighteen years. Thousands in use everywhere.

Our big folder brings full information on our complete line from 1½ to 16 hp. gasoline or kerosene. Get our liberal selling plan AT ONCE.

Transfer stock at Mendota, Illinois

### GADE BROS. MFG. CO.

300 IOWA STREET  
IOWA FALLS, IOWA

# G & O Radiators

For Tractor Service G & O Radiators fill the demand for an engine cooling unit of proven reliability; the result of correct design, painstaking attention to the details of manufacture and the use of the very best materials.

Our Engineering Department is at your service.

The G & O Manufacturing Co.

590 State Street  
New Haven,  
Conn., U. S. A.





no letup during the last few months. The rains of the past week have stopped fall work, but do not seem to have interfered with the interest in machinery for farm work. The agitation to use wood and save on coal for fuel, will encourage the sale of wood saws, particularly as it is threatened to withhold coal from regions having ample wood available. Gasoline engines are also in demand. There seems to be a call for everything in the way of machinery which will save on farm labor.

### Many Demonstrations Held.

There have been a number of local tractor demonstrations at various points this fall. In a number of instances dealers have bought tractor outfits and have put on demonstrations to show what work they will do. This has been the case during the past week at Wells, Sherburn, Wood Lake, Dawson and Boyd, Minn. County fairs held at Rochester, Minn., and Superior, Wis., also had tractor demonstrations. It goes to show how great is the interest in the tractor throughout the country.

L. E. Marquardt, formerly traveling in the Fargo territory for the Acme Harvester Co., has gone with the Rock Island Plow Co., in sales and collections, as special man, working through the entire Northwest.

C. C. Webber, of the Deere & Webber Co., Minneapolis, has just been appointed to a federal commission having to do with the care of law-abiding foe aliens in this country and to supervise aid given their families, including those who are interned.

In keeping with the action of the national association, the Minneapolis Automobile Association has decided to hold the winter automobile show in the form of a tractor show only. This has been settled for some time, and antedates the decision of the national body by considerable time.

The rule against using gasoline-driven automobiles on Sunday was relaxed last week in favor of those who attended the Minnesota state fair and desired to drive home on Sunday following the close of the fair. There were a great many who drove in from distant points to attend the fair. To have been unable to start home on Sunday would have cost them a day without saving gasoline.

## CULLMAN SPROCKETS

AND DIFFERENTIALS  
In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver, Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand.

Catalog  
**CULLMAN WHEEL CO.**  
1347 Altgeld Street, CHICAGO



## AMONG THE DEALERS

### Iowa.

Ringsted.—Keigley Land Co. of Wells, Minn., purchased the implement and hardware business of Anderson & Nelson.

Brighton.—Floyd D. Robison purchased the farm machinery and harness business of P. M. Meade.

### Kansas.

Blue Mound.—C. H. Bell closed out his implement business February 18 but recently reengaged in business along the same lines.

Baxter Springs.—The Glasgow Hardware Co. has engaged in business with a stock which includes gasoline engines.

Olivet.—D. W. Carlson purchased the implement and hardware stock of W. H. Phinney.

### Minnesota.

Olivia.—Central Hardware Co. is successor to Olivia Hardware Co. Catalogs requested on cream separators, gasoline engines and washing machines.

### Missouri.

Hamilton.—John Bryan, recently employed with the H. D. Skinner Lumber Co. of Braymer, Mo., has become manager for the H. D. Skinner Implement Co.

Trimble.—O. E. Connell, an implement and hardware dealer for 7 years, has rented the J. W. Weaver property on East Third Street and will move his stock to the new location.

Yukon.—The implement and hardware stock of George R. Lynch and the building were totally destroyed by fire recently.

Collins.—F. D. Griggs purchased the implement, hardware and furniture stock of Smith & Bard. Catalogs requested.

Lathrop.—Alace D. Adams purchased the hardware business of A. J. Edmonds. Catalogs requested on heavy farm implements, gasoline engines, cream separators and washing machines.

Sikeston.—Taylor Implement & Auto Co. requests catalogs on tractors and automobiles.

### Nebraska.

Cedar Rapids.—Speltz Grain Co., implement and machinery firm, is successor to T. M. Sheaff & Son.

Silver Creek.—Charles Crook, implement, hardware and furniture dealer, is successor to F. E. Layton.

Central City.—August Zamzow purchased the interest of his partner, Mr. Rembolt, in their implement business.

Clarks.—Mr. Rembolt of Central City has engaged in the implement business here.

### North Dakota.

Hamilton.—The implement stock of George L. Paxman was destroyed by

fire recently. Business will be resumed as soon as a new building is completed. Catalogs requested.

### Oklahoma.

Guthrie.—Pearle Long and W. H. Coyle have dissolved partnership in the implement and seed business and Mr. Coyle will continue the business.

### South Dakota.

Hermosa.—Arthur Shoemaker purchased the hardware business of W. E. Tonken. Catalogs requested on heavy farm implements and cream separators.

## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year. Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing. We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws. Write AERMOTOR CO., 2500 Twelfth St. Chicago



## RUSTICENE

Trade Mark Reg'd—Pat. Off. Wash.

## LOOSENS METAL JOINTS

Bolts, nuts, pins, thumb-screws, spring-clips, knuckles, shaft-bearings and turn-buckles are readily released following the application of a few drops of RUSTICENE from an oiling can.

Free from acids or alkali; will not injure metal, rubber, wood, leather or fabrics; dissolves rust, verdigris, red or white lead, ammonia scale, paint, tar or grease.

### A Farm NECESSITY!

Works Instantly!

(Non-inflammable)

THIS IS THE BIGGEST OPPORTUNITY FOR RETAIL DEALERS TO MAKE QUICK, CLEAN PROFITS. Rusticene enables farmers to keep implements and tractors in good condition without "expert" help.

Gramoline Co., Ltd.,  
11 So. LaSalle St., Chicago



## LEWIS VALVES

### CAN'T BE BEAT

**The Lewis Steel Products Company**  
4080 Detroit Ave.  
TOLEDO - - - OHIO



## Tank Heaters

Are you ready for a heavy demand?  
If not send us your Mail Order today  
and avoid a shortage later.

# STOWE

KANSAS CITY



# ANSWERS

## This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### P 700 for Harrow.

H. C. LINNEBUR, Goddard, Kan.: Your order for one P 700 for peg lever harrow to be shipped to Chas Ketchkow has been sent to the International Harvester Co., Kansas City, Mo., for their attention.

### HX Bumper for Disk Harrow.

D. R. CAMPBELL, Sidney, Neb.: Your order for one HX bumper for disk harrow has been sent to the T. G. Northwall Co., Omaha, Neb., for immediate attention.

### M-5 and M-8 for Washing Machine.

RIESEN & DYCK, Halstead, Kan.: Your order for M-5 and M-8, pinion and sprocket

for Sandy McManus power washing machine, has been sent to the Interstate Engine & Tractor Company, Waterloo, Ia., for immediate attention.

### M 599 for Corn Cultivator.

KIRLIN CULTIVATOR CO., Beattie, Kan.: Your order for one M 599 hub cup or grease cap on harrow wheel for one row listed corn cultivator has been sent to the Kirlin Cultivator Co., Beattie, Kan., for filling.

### No. 627 Lever Ratchet for Harrow.

C. F. EBERLE & CO., Deer Creek, Okla.: Your order for two No. 627 lever ratchet bolt or case for peg tooth harrow has been sent to the Grand Detour Plow Co., for filling.

### Repairs for Ensilage Cutter.

FORT HAYS EXPERIMENT STATION, Hays, Kan.: Your order for repairs for Climax "H" ensilage cutter has been sent to the American Silo Supply Co., Kansas City, Mo., for their attention.

### Victor Light Plant No. 6.

THE GOERING HARDWARE CO., Moundridge, Kan.: The Victor Light Plant No. 6 or repairs for same can be obtained from the Moore Bros. Lightning Rod Company, Maryville, Mo.

### Rings or Burrs for Feed Grinder.

ED HOCKADAY & COMPANY, Kingfisher, Okla.: Grinding rings or burrs for No. 9 Omega power feed grinder can be secured from the C. S. Bell Co., Hillsboro, O.

### No. 409 for Power Grain Elevator.

FANGMANN & LOEFFLER, Humphrey, Neb.: No. 409 is the large gear wheel on the Meadows horse power grain elevator made by the Meadows Mfg. Co., Pontiac, Ill. Repairs can be secured from the T. G. Northwall Co., Omaha, Neb.

### Gz 2 for Pump Jack.

ED HOCKADAY & CO., Custer City, Okla.: GZ 2 is a gear on pump jack made by the Baker Mfg. Co., Evansville, Wis. Repairs can be obtained from the Baker Mfg. Co., Kansas City, Mo.

### Olds Cream Separator.

H. F. ALLGEIR, Mountain Grove, Mo.: Repairs for the Olds cream separator can be obtained from the Reliance Engineering Co., Lansing, Mich.

### Miller Manure Spreader.

L. R. BLINKS, Marion, Ia.: There is no one at this time furnishing repairs for the Miller manure spreader.

### Old Fashioned Cane Mill.

GIBSON & CLYBORNE, Council Grove, Kan.: There is no firm in Kansas City handling the old fashioned cane mill run by horse power. Several houses in St. Louis handle such mills. They are the Cook Cane Mill & Evaporator Co., John Deere Plow Co., P. & O. Plow Co.

### Disks Four Inches Apart.

B. C. KING, Villisca, Ia.: The Parlin & Orendorff Co., Canton, Ill., make a grain drill with disks four inches apart. This drill is handled by the P. & O. Co., at Omaha, Neb.

## WHO KNOWS ABOUT THESE?

FRANCIS BROS., Carroll, Neb., are desirous of locating a manufacturer who makes a hay carrier track for barn, with number on lock of carriage, C-85.

R. M. MORRIS & SON, Burdett, Kan., are desirous of locating a firm handling repairs for the Empire cane mill, formerly made by Trumbull, Reynolds & Allen.

J. M. NELSON & COMPANY, Lindsborg, Kan., want to locate the make of disk harrow carrying parts numbered H-710 and R-2.

GREEN BROS., Lawrence, Kan., are desirous of securing repairs for the Andrews engine.

GREEN BROS., Lawrence, Kan., are desirous of securing the name of the firm handling a pump with a spout No. 117.



**ASBESTOS  
BRAKE  
LINING**

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.

We can make any width up to 6 ins.

**STAYBESTOS MFG. CO.**

5549 Lena St.Philadelphia

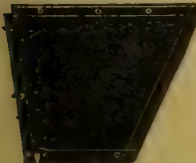
## Sheet Metal Stampings

### Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding. Estimates cheerfully furnished on your requirements

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**CURTAINS**

Curtains for Buggies, Surries, Automobiles and wagons

ASK FOR CATALOG No. 22

**Bayles Vehicle Top and Trimming Co.**

KANSAS CITY, MISSOURI



"The Chain of Double Life"

**Union Steel Rivetless Chains**

The TROUBLE-PROOF and DURABLE Tractor Chains with the large CASE HARDENED Steel Bearings.

Roller Chains, Bushing Chains, Plain Cast, Chilled Rim or Cut-Tooth Sprockets. Prompt deliveries.

**The Union Chain & Mfg. Co.**

SEVILLE, OHIO

**MYERS CUSHION TIRE STORE LADDERS**

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—

There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—It brings the top-most shelf within safe, easy, quick reach of clerks and stock-keepers—It saves unlimited time and gives your customers better service.

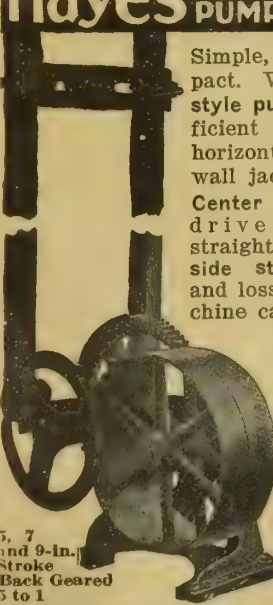
Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

**F. E. MYERS & BRO.**

ASHLAND OHIO.

**Hayes CENTER-DRIVE PUMP JACK No 2**



Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Large machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the cheapest jack—special features unequalled at any price—the one compelling pump jack value.

You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

**HAYES PUMP & PLANTER CO., Galva, Ill.**

**MEYERCORD**  
GENUINE

**DECALCOMANIA**

**QUICK SERVICE**  
"AMERICAN MADE"



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## The Original Summer Man.

She (considering vacation)—I wonder who started this fad of going to the mountains, anyway?

He—Mohammed, I believe.—The Boston Evening Transcript.

Major General Leonard Wood said in a preparedness argument at a dinner in New York:

"The man who opposes preparedness expects his brother to do his fighting for him. This man is as shameless as the chap who said:

"Well, I'm going to get married."

"What will you live on—love?" asked a candid friend.

"No," was the reply. "We'll live on love's father."—Power Farming, Canada.

## LUTHER, PLEASE GET BUSY



If Burbank would develop the milkweed, now that milk is so high!—Life.

## Appropriate.

"I can't pay this taxi bill."

"Then I'll drive you to the police station."

"Aw, be a game sport and drive me to the poorhouse, instead."—Boston Globe.

A story illustrating the reticence of the Scotch regarding their private affairs was once told by Ian Maclaren. A train was at a railroad station, when a porter put his head into a car and called out: "Any one in this car for Doun? Change cars for Doun! Any one for Doun?" No one moved, and in a few minutes the train was speeding along, not to stop again for nearly an hour. Then an old Scotch woman turned to a lady sitting nearby and said: "I'm for Doun, but I'd no tell that man so."—Sharples News.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—A Farm Lighting Plant, good condition. Particulars on request. Address F. L. P., care Implement & Tractor Trade Journal. 9-21-2t

**For Sale**—One No. 2-4 bottom 14-inch Rotary Power lift P. & O. Mogul engine gang. Slightly used. Price \$300. Address Lechtenberg & Klein, Templeton, Ia. 9-21-4t

**For Sale**—Clean stock of hardware, implements and harness; town of four hundred in excellent Kansas farming community; operation of the U. S. Selective Draft only reason for selling. Address O. H., care Implement & Tractor Trade Journal. tf

**For Sale**—On account of a decreased acreage of corn in this vicinity, we offer the following items: Deere Listed Corn Cultivators No. 315. Case Listed Corn Cultivators No. 950. Case Riding Cultivator No. U-1. Priced on request. All in good condition. Powder & Colton, Madison, Kans. 9-21-2t

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

**For Sale**—Must sacrifice good, healthy, growing hardware and implement business, located in one of the best oil and farming countries in eastern Oklahoma. Reason for selling, failing health. Stock will invoice about \$8,000. Can be reduced to suit purchaser. Good 100x28 foot brick building; will sell or rent. Address inquiries to 111, Implement & Tractor Trade Journal. tf

**Must Sacrifice Good Implement Business**—Through the operation of the selective service, I am called to the colors, and must sell a fine and growing hardware and implement business located in a large trading territory. The stock will invoice about \$25,000. This is an exceptional opportunity to take over a strong going business with a future. Address inquiries without delay to 108, Implement & Tractor Trade Journal. tf

**For sale or trade**—Good clean implement and garage business with about \$10,000 stock of standard goods. Good

building, value \$5,000. Only implement business in town serving large territory. My business on sales from September 4th, 1917, to September 4th, 1918, amounts to \$55,000. Sell for cash or trade for good farm in Northeastern Kansas for about equal value. This is no trading stock. C. A. J., care Implement & Tractor Trade Journal. 9-14 4t

**For Sale**—18-D Appleton silo filler; three 14-inch 3-bottom La Crosse tractor plows; one 5-bottom Oliver tractor plow; one 12-inch Rowell cutter; six single fan endgate feeders; one 30-60 Big Four tractor. Priced right for immediate sale. Green Bros., Lawrence, Kan. 9-14 4t

## POSITIONS WANTED.

**Position Wanted**—By an executive of ability and experience—20 years as sales manager and manager of credits and collections in one of the largest implement houses. Address 112, care Implement & Tractor Trade Journal. tf

**Wanted**—Experienced tractor and implement salesman desires a change. Has broad acquaintance with dealers throughout Central Western States. Best of references. Address G. R., care Implement & Tractor Trade Journal. 9-14 3t

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

## HELP WANTED.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Wanted**—Competent bookkeeper by full line implement house; one capable of analyzing accounts and settlements. Make application by letter, stating age, experience and salary. Address 115, Implement & Tractor Trade Journal. tf

**Wanted**—An all round hardware and implement man, one who understands the business, and knows how to canvass. Will pay good wages for a man that can deliver the goods. Give reference, experience, married or single in your answer. C. S. Watson, Pond Creek, Okla. 9-21-2t

**Wanted**—By an Iowa jobber, an experienced shipping clerk who is capable of taking entire charge of shipping department, including stock record keeping, of a general line of agricultural implements, repairs and supplies. Address Iowa, care Implement & Tractor Trade Journal.

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. tf

**Wanted**—Complete files of Implement & Tractor Trade Journal for the years 1913, 1914, 1915, 1916 and 1917. Reasonable price will be paid for complete files for any one or all of these parts. Address C. J., care of the Implement & Tractor Trade Journal. 8-24-6t

**Wanted**—By Old Line Farm Machinery Tractor Company—Assistant to Bookkeeper; one who can use typewriter and write shorthand and able to furnish good references. Salary \$75-\$85 to start. Good opportunity for advancement. J. I. C. 700 S. 17th St., St. Louis, Mo. 9-14 3t

**Wanted**—Cream Separator Salesmen for all territory; good men who know the trade and can get the business with a well known, well advertised line that is being sold with great satisfaction by the very best dealers in all of the U. S. and Canada. Steady position with good salary and bonus. Give full particulars in first letter or come and see us. SWEDISH SEPARATOR COMPANY, 515 So. Wells St., Chicago, Ill. 7-20-EOW-12-1

## MISCELLANEOUS.

Do you want to trade your implement or harness stock for farm land? I have an improved farm in Central Nebraska and am also interested in land in Keith County, Neb. If interested please mention make of goods you handle. W. O. S., care Implement & Tractor Trade Journal. 9-21-4t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf



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Implement Trade Journal Co.  
Kansas City U. S. A.

Carl W. Hertel, President  
Fred Milburn, Vice-Pres-Treas.  
Geo. F. Massey, Secretary  
Hal H. Clark, Advertising Director

# Implement & Tractor Trade Journal

Established 1886

Omaha  
1112 Woodmen Building  
A. E. Long, Mgr.

Minneapolis  
333 Palace Building  
R.R. Ring, Mgr.

New York  
205 Postal Telegraph Building  
Frank M. Dampman, Mgr.

OMAHA

KANSAS CITY

MINNEAPOLIS

## The Army's Tractor Pupils

By Martin Platt

TRACTOR schools, there have been hundreds of them held within the past few years. Schools have been conducted under the direction of some of the agricultural colleges in various parts of the country others

nights. All but a diploma had been given the graduates. All of the schools doubtless achieved some good,

tractor and to educate him on the subject. The tractor schools are a part of the plan, the demonstrations are part of the plan and the individual company efforts in their advertising has had a part. From every direction



PRACTICAL WORK, WHETHER IN THE FIELD OPERATING OR REBUILDING A TRACTOR, FORMS THE BASIS FOR INSTRUCTION

were held by representatives of the manufacturers in an interest to educate owners of tractors and at the same time interest prospects.

Some of these schools outlined a two weeks' course, others saw the stage set and the play enacted in a couple of

but, who is there that can say how much good was achieved or who will say that the schools accomplished all that should have been accomplished with a tractor owner or a prospect?

There has been a great effort to stimulate the farmer's interest in the

the subject is being carried to the farms.

What would you think of a school where every 60 days 350 men were receiving a course of instruction in the operation and maintenance of tractors? I have just spent two days at





HE GETS THE "FEEL" OF A LIVE MOTOR

such a school and really it is "such a school." It is a course of compulsory education in tractor operation and maintenance.

The Sweeney Automobile & Tractor School in Kansas City, Mo., was one of the schools accepted to train motor mechanics for the United States Army. And now for months it has been receiving a quota of men every sixty days to train in motor mechanics. Recently it was decided to substitute tractors for horses and mules to furnish the power in hauling the big guns of the American Armies in the Expeditionary Force. The decision naturally created a demand for tractor operators.

The Committee on Education and Special Training of the War Department decided to inaugurate a tractor course at the Sweeney school. It is this division of the motor mechanics training school to which I have just referred.

Every 60 days 2,200 men who have been inducted into the military service arrive at the school to be trained as motor mechanics. From these 2,200 men are selected for the tractor course. Not the first 350 men or the last 350 men but 350 men from various sections of the country whose previous tractor experience recommend, whose evidence and interest in tractors or who are likely to return to farms after the war where the tractors will be needed and the knowledge of their maintenance and operation will be of value to the man.

After the special men for the tractor work have been selected they are classified and informed that they have the opportunity to qualify either for the operation of tractors or for the maintenance work, according to their capability.

The work is all under the

supervision of the Committee on Education and Special Training. P. H. Smiley, formerly director of industrial training in the state of Maine, is the field representative of the Committee, and Dean A. A. Potter of the Kansas State Agricultural College is district director of the work. The teaching proper is in charge of a capable corps of civilian instructors under the direction of Guy H. Hall, secretary of the Kansas City Tractor Club.

A course is outlined for a period of eight weeks. The men work a minimum of six hours a day, five and one-half days a week. Not more than one hour of the working day can be taken up with lectures. The school is conducted on the plan of actual work turning out the most finished product, theory has been cut to a minimum.

When they do have lectures they are more in the form of demonstrations. Instructors with charts and models or perhaps some part of a tractor show the men troubles which are most likely to occur under certain conditions. They explain the methods of locating trouble in the tractors in a systematic way and then how to make the adjustment or the repair that will take the least work and time.

"Trouble shooting" is one of the important parts of the course. For the maintenance man must know how to get his machine in operation in very quick time under some conditions. Whether the trouble is with the ignition, carburetion or engine of the tractor he must be able to make the adjustment rapidly. The same trouble might occur some time when he is moving a gun to an important position where delay would mean a large loss of life.

An effort is being made as far as possible to use the types of tractors that are used by the mobile artillery units. Models of the Holt and other tractors of similar type were much in evidence



KNOWLEDGE OF EACH PART IS OBTAINED

but large numbers of tractors of the four-wheel type were being used by the instructors and students in the school.

There must not be less than one tractor for every twelve men. Usually four men are busy working on a tractor at one time when it is being operated. The other men then are busy with some accessory, a transmission, a motor or an ignition system, learning its intricacies or overhauling it.

In one part of the big room where more than thirty tractors were the center of interest to as many groups of the soldier students who worked with unionalls over their khaki uniforms there were stacks of what appeared to be an aimless collection of parts. Some students walked over to the pile of gears, wheels, frames and parts and began to work. Soon their efforts evidenced itself in the appearance of a tractor. It did not take long for the men to assemble the machine. They were some of the advanced students.

Some of the tractor factories have furnished parts to the school for this purpose. This proves one of the most popular parts of the course, the men taking great interest in it. There are,

however, many steps up to this work, too many to tell of in detail. The men learn to weld, they study fuels, motors, carburetors, governors, cooling systems, axles and assembly, transmission, control devices, steering and driving.

And when they are on one subject they study practically all of the methods. There are a dozen dif-



A MODEL OF PRACTICALLY EVERY TYPE OF TRACTOR MADE IS AT THIS SCHOOL



ferent motors and plenty of ignition, transmission and carburetion systems as the list shows. And each man must stay in a class until he has completed the work. A man is not taken from the engine work and sent to the carburetor section unless he is capable in engine work. The men learn the operation of the motor with load and without load, they learn to drive under all conditions and take their turn on the different machines.

There are more than 200 principal jobs that a man has to do and has to learn to do well. They are listed on a sheet and his grading is always properly recorded by the instructors and checked to a central office where careful check is kept to see that he completes all of the work. From this central office his transfer from department to department is ordered.

Special emphasis is placed on the work the man gets on a live motor and steering. Over the controls and the power units of the tractors the students spend the greater part of their time. A field adjoining the school



WHERE THE ARMY MEN ARE TRAINED

provides practically every kind of condition that a driver is likely to meet. A trip around the field is like an obstacle race.

At the end of eight weeks the men

are graded as individuals and rated according to the mechanical ability and speed with which they have done their work in the various departments and upon that grade depends whether they are rated out as tractor operators or mechanics.

One can quite readily see the value, not alone to the individuals, but to the tractor's prospects in having a large number of men in a short time returning to the farms with a thorough knowledge of the operation and maintenance of tractors and their value under practically all conditions.

### Begin Building of Craig Plant.

Work has begun on the new plant at East Cleveland, O., of the Craig Tractor Co. The company was formed in Cleveland recently. The officers are Henry D. Smith, president; Norman Craig, vice-president and general manager; Arthur Judson, secretary; and R. T. Meacham, treasurer. It is expected that the building will be ready for operation about the middle of October.

# How Salina "Tractorettes" Took Topeka

By L. H. Green

ANOTHER word has been added to the long list of appellations ending in "ette" that have been inflicted on a patient populace from time to time ever since the beginning of the war. On top of "farmerette" and "conductorette" and "copette" and a host of others—the staid old I. & T. T. J. confesses to having sprung a few of them itself, including "dealerette" and "jobberette"—we now have the "tractorette." More-

over the new word seems assured of becoming as well known as any of its predecessors. It took a group of attractive Salina girls, aided and abetted by F. Logan Loughborough, representative in Kansas for the Cleveland Tractor Co., to put the word "tractorette" in the dictionary.

For the last few weeks the "Jayhawker Tractor Girls" have been at-

tracting all kinds of attention. The organization sprang into existence at Salina shortly after the National Tractor Demonstration, the idea having been fostered by Mr. Loughborough. About twenty girls formed the club, which was for the avowed purpose of training women to use the

tractor so that they can take the places in the fields of men gone to war.

Whether or not the need for an army of women to take over the agricultural tasks in America is particularly imminent, there can be no doubt about the advertising value the scheme has had to the tractor industry. Few events lately have gained so much publicity and done as much to place the tractor in the limelight. The Associated Press placed the story on its

wires, newspaper reporters in numerous towns and cities chaffed the "tractorettes" about their powder puffs and their costumes and incidentally helped to keep the tractor in the public eye, and similar organizations sprang up all over that section of the country. The history of the "Jayhawker Tractor Girls" is the history of a good, live publicity measure

(Cont. on page 34)



THE GIRLS AND THEIR TRACTOR-DRAWN TRAIN OF PRARIE SCHOONERS ENROUTE TO SALINA



# WILLYS BUYS INTO MOLINE PLOW CO.

Head of the Willys-Overland Automobile Company Announces the Acquisition of All of the Stock Formerly Held by the Stephens Family, Except That of F. G. Allen and Family  
—Now in Control—Will Keep Dealer Organization Intact.

John N. Willys, president of the Willys-Overland Co., the Curtiss Aeroplane Corporation and a dozen other large manufacturing and industrial institutions, has purchased the controlling interest in the Moline Plow Co. of Moline, Ill., and all of its allied industries. Announcement of the purchase was made Tuesday.

Mr. Willys purchased the entire holdings of the Stephens family with the exception of F. G. Allen and family. Mr. Allen, formerly vice-president and manager, now becomes president and manager, it is announced. All holders of common stock, who desire to do so, may before Oct. 25 exchange their stock for other stock on exactly the same basis and terms as the Stephens family.

Included in this transaction, the most important in years in the agricultural machinery industry, are these other factories besides the parent factory, the Moline Plow Co. at Moline, Ill., the Moline Universal Tractor Branch at Rock Island, Ill.; Mandt Wagon Branch, Stoughton, Wis.; Henney Buggy Branch, Freeport, Ill.; Stephens Motor Branch, Freeport, Ill.; Monitor Drill Branch, Minneapolis, Minn.; Acme Steel Branch, Chicago, Ill.; McDonald Pitless Scale Branch, Stoughton, Wis., and the Moline-Adriance Harvester Branch, Poughkeepsie, N. Y.

## Terms Not Announced.

The terms under which the Stephens' stock was purchased by Mr. Willys have not yet been announced. They will be made public as soon as notices can be prepared and sent out to the other holders of common stock, and when released by Mr. Willys. The annual meeting of the Moline Plow Co. was held Tuesday, but no new officers were elected. There are details of reorganization which will delay such action for some days, possibly weeks.

G. A. Stephens, the retiring president of the company, and C. R. Stephens, retiring secretary, have made no announcement as to definite plans for the future.

The Moline Plow Co. is capitalized at \$30,000,000. It has a paid capital of \$19,000,000.

A \$6,000,000 issue of 7 percent serial notes of the Moline Plow Co. was recently offered and, according to the figures of the National City Co. of New York, the entire issue was not only disposed of before noon of the first day, but was largely oversold. The proceeds were to be used to fund bank loans used in expansion of the company's business.

## Purchase Is Most Significant.

In connection with the issue it became known that the company's sales for the eleven months ending July 31, 1918, were \$17,315,036, compared with \$13,140,450 during the preceding twelve months.

The purchase of this full line implement house by the Willys-Overland Co. is most significant. The sale follows close on the gaining control of the Janesville Machine Co., Janesville, Wis., by the General Motors Corporation.

The Moline Plow Co. is one of the oldest farm implement concerns in the United States. It was founded in 1865. Through the purchase in 1916 and subsequent development of the Universal Tractor Co. it became one of the largest tractor producers in the world. The tractor is known as the Moline-Universal. It is constructed so that the tractor and any implement with which it is connected form a complete unit which one man can operate. It is said that at no time has the company been able to supply the demand for its tractors, although shipments are now running close to 50 per day.

## The Combined Sales Forces.

The Moline Plow Co. has 22 branch distributing houses and more than 30,000 dealers. The Willys-Overland Co. has 100 distributors and 800 dealers. As a result of the probable cessation of passenger car production by the Willys-Overland Co. early next year the entire selling forces of both companies, as well as their combined manufacturing facilities, will be available for concentration on the development of the tractor as far as may be compatible with the desire of the Food Administration to stimulate food production, says a statement to the

Implement & Tractor Trade Journal from the Willys-Overland Co.

The branch houses of the Moline Plow Co.: Kansas Moline Plow Co., Kansas City, Mo.; Nebraska Moline Plow Co., Omaha, Neb.; Minnesota Moline Plow Co., Minneapolis, Minn.; Dakota Moline Plow Co., Sioux Falls, S. D.; Northern Moline Plow Co., Minot, N. D.; Texas Moline Plow Co., Dallas, Tex.; Missouri Moline Plow Co., St. Louis, Mo.; Illinois Plow Co., Bloomington, Ill.; Indiana Moline Plow Co., Indianapolis, Ind.; Ohio Moline Plow Co., Columbus, O.; Michigan Moline Plow Co., Jackson, Mich.; California Moline Plow Co., Stockton and Los Angeles, Cal.; Oregon Moline Plow Co., Portland, Ore., and Spokane, Wash.; Western Moline Plow Co., Salt Lake City, Utah; Colorado Moline Plow Co., Denver, Colo.; Southern Moline Plow Co., Atlanta, Ga., and New Orleans, La.; Oklahoma Moline Plow Co., Oklahoma City, Okla.; New York Moline Plow Co., Poughkeepsie, N. Y., and the Eastern Moline Plow Co., Baltimore, Md.

## Mr. Willys' Statement.

A statement by Mr. Willys telegraphed the Implement & Tractor Trade Journal said, "In the purchase of the Moline Plow Co. I find not only an opportunity for the Willys-Overland Co. to lend its maximum manufacturing strength to legitimate war work, but the best and quickest way for it to attain a lead in a field which offers the greatest possibilities with the return of peace and into which motor companies in this age of power farming it seems to me, must sooner or later enter."

"The Moline organization," the statement continues, "will remain intact and the company will be operated under the same management as heretofore. F. G. Allen, vice-president and general manager, will become president and general manager. The Willys-Overland Co. has simply bought control of the Moline Plow Co.'s common stock. There is no thought of a merger and no change in the latter's financial status is contemplated."

After Mr. Willys had made the  
(Continued on page 30)



# IRON AND STEEL SUPPLY CURTAILED

Materials to Manufacturers of Power Farming Equipment Affected  
by Ruling of Priorities Division of War Industries Board.

Manufacturers of farm operating equipment during the coming year, from Oct. 1, 1918, will receive 25 percent less pig iron and steel from the suppliers than they received during the previous year, from Oct. 1, 1917, to Oct. 1, 1918. The announcement of this ruling by the Priorities Division of the War Industries Board was made this week.

The announcement came at the conclusion of a conference between Judge E. B. Parker, Priorities Commissioner, and members of the Farm Implements Committee in Washington. The Farm Implements Committee which represents the power farming equipment industry is composed of C. S. Brantingham, chairman; G. A. Ranney, W. H. Stackhouse, F. R. Todd and H. M. Wallis.

After a very full and lengthy discussion of the needs of the Government in steel and pig iron, also the necessity of maintaining an adequate supply of farm operating equipment, including tractors, for food production, Judge Parker ruled that the very least they could ask this industry to contribute to help meet the Government war program was a reduction of 25 percent in the amount of pig iron and steel to be received from the suppliers for the coming year, starting Oct. 1, 1918, as compared with the quantities received during the previous year, from Oct. 1, 1917, to Oct. 1, 1918.

"No amount of argument could change this decision," said a member of the Farm Implements Committee, "therefore it becomes the obligation of each manufacturer to adjust himself in the way that will serve his trade and the farmer best out of the materials allotted him as above." He added this suggestion, "Possibly some relief may be obtained by substantial reduction of the inventories by the end of the year, Oct. 1, 1919."

## Further Statement This Week.

The War Industries Board urges that a full assortment and stock of repair parts be supplied to the farmer, and thereby prevent, if pos-

sible, an actual shortage of implements.

The Implement & Tractor Trade Journal is informed by its Washington correspondent that Judge Parker is preparing a circular letter which will probably be out the latter part of this week and which will probably more fully explain the attitude of the Priorities Commission toward the implement and tractor industry.

Quite recently, by reason of the largely increased demands of the Government for munitions, ships and supplies necessary for the successful prosecution of the war, some adjustments were necessary. This did not alter, however, in any way the relative position which the industry has enjoyed in the matter of securing necessary material priorities.

Manufacturers in the past have had much trouble in obtaining the pig iron and steel necessary to the continuance of the manufacture of farm implements and tractors, the steel mills being taxed to capacity to fill the requirements of the Government. The 25 percent curtailment of pig iron and steel is expected to release 500,000 tons of iron and steel for war uses.

## Aim At Tractor Builders?

It is expected that a good part of Judge Parker's communication to the manufacturers will be directed to the builders of tractors. The Official Bulletin of the Government which in announcing a contemplated meeting, canceled later, said, "An interesting phase of the discussion, Judge Parker believes, will be in connection with the curtailment of the output of farm tractors, and independent tractor manufacturers not represented on the war service committee of the industry are asked by the War Industries Board to send their representatives to the meeting." Judge Parker's circular letter is a substitute for this session.

A representative of one of the large tractor manufacturing companies said Wednesday that the output of their factories during 1919 would be 50 percent less than what they were anticipating three months ago. The ruling will particularly

affect tractor companies just entering big production.

The advance announcement of the curtailment gives no intimation that the manufacturers will not be allowed to use all of the raw materials which they have on hand at the present time even to the extent of in excess of the amount of materials used during the period from Oct. 1, 1917, to Oct. 1, 1918. The statement says they will not be allowed to obtain from the suppliers this coming year pig iron and steel in excess of 75 percent of the amount obtained last year.

## Little Effect on 1919 Supply.

Apparently, then, the 1919 supply of implements would not be affected, for the manufacturers in many instances have the raw material in stock at the present time to supply the needs this coming year. The real result of the curtailment will most likely be felt in 1920 with regard to the implement businesses.

This past week, however, the Parlin & Orendorff Plow Co. in Kansas City received a letter from the American Seeding Machine Co., in Springfield, O., informing the Parlin & Orendorff company, that no more than 75 percent of the number of machines received during the year starting Oct. 1, 1917, could be had during the year starting Oct. 1, 1918.

In a letter sent to manufacturers and distributors a short time ago, Judge Parker wrote:

"It is imperative that every manufacturer, jobber and retailer of iron and steel products should fully realize and make his salesmen and customers realize that his attitude toward his trade is exactly the reverse of that in normal times. It requires no salesmanship merely to sell goods where the demand greatly exceeds the supply, but it does require real salesmanship and a high degree of patriotism to sell with discrimination with a view of limiting the purchase to strictly essential uses, the controlling consideration being, 'Where can these stocks be best placed in the public interest?'"

"While the several divisions of the War Industries Board are

(Continued on page 32)



# Canadian Demonstration a Big Success

Discouraging Weather Had But Little Effect On the Fine Work of the Machines at Cobourg, Ont.  
—Both American and Canadian Tractor and Implement Manufacturers Participated.

The big tractor demonstration of eastern Canada, held at Cobourg, Ont., Sept. 17 to 20, 1918, is a thing of the past and those American manufacturers who participated in making this the biggest and most successful demonstration of the kind ever held in Canada feel well repaid for their effort. Since the duty on small tractors under \$1,400 in price was removed early in the year, the American tractor has played a mighty important part in greater crop production all over Canada. Much the same conditions prevail in marketing a tractor across the line as exist here. Service must be insured for the buyer, parts must be carried in stock, the practicability of the small tractor must be demonstrated to the average farmer who has never before considered farming with power machinery.

The Cobourg demonstration attended by about nineteen makers of American tractors and eight makers of Canadian tractors, was held on the shore of Lake Ontario, in the beautiful resort town of Cobourg. The weather man did not uphold the traditions of the past twenty years for this particular week, and rain fell during a large part of the week. However, the demonstrations were carried through on schedule and the entire acreage which the committee had agreed to plow was plowed and the tractors passed in review before a crowd roughly estimated at 25,000 people for the four days.

Many of the ear-marks of American demonstrations were to be seen. There was A. E. Hildebrand, famous through all states demonstrations, with his capable assistants. Colonel W. B. Brinton of the Grand Detour Plow Co. was there, J. B. Bartholomew of Avery Co. and Finley P. Mount of the Advance-Rumley Thresher Co. were to be seen in the various plowing fields. G. M. Matson, vice-president of the John Lauson Mfg. Co., and other figures of equal prominence in the American tractor industry were on hand. The Oliver Chilled Plow Co. was distinguished with its white service suits and a phalanx of Oliver plows behind many of the tractors.

## The New Canadian Tractors.

Canada was represented officially at the demonstration by various departmental heads of the Provincial Government. Among these was F. J.

By Leroy A. Kling

J. R. Hamilton Advertising Co.

Bailey, Deputy Minister of Agriculture for the Province of Ontario. He it was who organized the provincial tractor work and still has it under his control. This year he has 135 tractors operating through the province. Now that the practicability of the tractor has been demonstrated to the farmer and he is buying tractors of his own, the Government is going out of the tractor business and by next spring will probably have but few, if any, tractors in operation. Mr. Bailey freely expresses himself that the time is not far distant when a large percentage of the farmers owning 100-acre farms or larger will own tractors.

J. A. Walsh of Indianapolis was a visitor. Mr. Walsh is in charge of threshing production for the United States in eleven states to call a halt to "slacker" threshing and wasted grain.

Canada saw several of her newly developed tractors for the first time. Among these was a new machine made by the Hamilton Gear and Machine Co. of Hamilton, Ont.; one made by Gould, Shapely and Muir Co. of Brantford, Ont.; a new tractor patterned after a well known American design and made by the Massey-Harris Co. of Toronto, and another by the McDonald Thresher Co. of Stratford, Ont. It is plain to see that the cream of Canadian tractor trade is not to be undisputed by Canadian manufacturers.

## Morning and Afternoon Tests.

Regular plowing demonstrations were held morning and afternoon. Strips of ground were assigned to the various exhibitors, some in stubble and some in sod grass. The procession of machines plowing the headland reminded one of the great National demonstration at Salina early in August.

One of the popular features of the show was the Daily Tractor News published every day by the staff of Rural Canada, an Eastern Canada farm paper. This paper would do any demonstration proud. It was full newspaper size, brimming full of news and pictures of machines on the job and full of helpful information for

cal newspaper press was busy with the hum of a city newspaper office publishing this daily.

The force of the Hyatt Roller Bearing Co. was kept busy with the numerous dynamometer tests which characterize their work at all tractor plowing demonstrations. Among the tractors tested for draw-bar pull in Canadian stubble and sod were the Cleveland, the Sawyer-Massey, the new Hamilton, the Monarch of Watertown, Wis., and Brantford, Ont., and others. It is interesting to note that the wet ground and sticky clay soil necessitated frequent cleaning of plow shares, and that few machines attempted to pull more than three bottoms. The Canadian-made plow, made by the Cockshutt Plow Co. of Brantford, Ont., was much in evidence. They furnish a standard 12-inch bottom, in two and three plow sizes, and many of the tractors were shown pulling this plow because of its reputation among Canadian farmers. The size may be contrasted with the standard 14-inch engine plow so popular with American tractor makers.

## Distributors Conduct Exhibits.

The entire demonstration of Lauson 15-25 kerosene tractors was conducted by the De Laval Co., Ltd., with headquarters in Peterborough, Ont. They had a formidable part of their large field organization present to meet their farmer and dealer customers during the four days of the show.

This is good evidence of the kind of co-operation American manufacturers are getting from the right sort of distributing connections in Canada. There seems to be an eager willingness to pattern after the methods that have proven so successful in the states. Many of the automobile distributing organizations and large implement jobbers of eastern Canada are still considering tractor distribution.

The large factory of the Monarch Tractor Co., of Brantford, Ont., is about ready to produce Monarch, Lightfoot and Neverslip tractors. These creeper type tractors were the center of constant interest on the part of demonstration visitors. Their unusual antics in short turning, wet plowing kept a constant crowd interested. This company is a branch of the Monarch Tractor Co. of Watertown, Wis., but owned and controlled



largely by Canadian capital. Machinery is being installed in two buildings which measure 40 feet by 200 feet each, and soon production of the first 500 Canadian-made Monarch tractors will be under way. It is probable this will greatly relieve the parent factory from the rush of export business which has kept it out of the American market except in a limited way for the last three years.

Much interest centered around the exhibit and demonstration of the Lauson tractor. The operator was a practical "farmerette", Miss Effie Nesbit of Woodstock, Ont. Her father is a member of the Canadian Parliament. She seemed well qualified to drive the big Lauson. She is a member of the Canadian Red Cross, and in company with others from the Toronto branch of that organization, donated her small earnings to the cause of the Red Cross.

### Full Lines Shown.

It was interesting to note the tendency to show full lines of tractor-operated machinery. Such organizations as the Renfrew Machinery Co., makers of Renfrew cream separators and distributors in Eastern Canada of Happy Farmer tractors, were on hand with their full line. The MacDonald Thresher Co. used one of its tractors to operate a grain separator while another machine took care of the field work.

The J. I. Case Threshing Machine Co. of Racine, Wis., exhibited its full line of Case tractors in the various sizes, as well as grain separators, ensilage cutters, corn shellers, etc. The De Laval Co., Ltd., showed the full line of De Laval cream separators for the benefit of visiting dealers and farmers as well as the Lauson "Frost King" engines and Lauson 15-25 "Full Jewelled" tractors.

The Aspinwall Mfg. Co. of Jackson, Mich., demonstrated a potato digger pulled by numerous makes of tractors. Cobourg is just to one side of Ontario's great potato raising section and near to the fruit belt of Ontario. The Advance-Rumely Co. of LaPorte, Ind., showed the full Rumely line of tractors and threshing rigs. There were ditching machines and lighting plants, motor trucks and engines, plows and bearings, milking machines and carburetors.

### Credit Due P. G. Van Vleet.

The success of the Cobourg demonstration must be properly credited to the whole-hearted participation of American makers and to the untiring energy of P. G. Van Vleet, publisher of the Canadian Implement and Vehicle Trade, a Canadian trade paper.

He was to be seen everywhere—in his hip boots apologizing for the weather but encouraging exhibitor-friends to consider the importance of this demonstration to the thousands of Canadian farmers and dealers who came a distance to attend in spite of the unfavorable weather.

No announcement was made of the plans for next year, but the feeling seems to exist that Canada has made her formal bow as a tractor center deserving of practical demonstrations side by side her sister country.

The Cobourg Tractor Show is the biggest demonstration of its kind that the East has ever known. Cobourg offers excellent facilities for the demonstration. The land to be plowed is level and compact. The headquarters' grounds could not be improved. Compared with the dust of Salina and mud of Richmond Hill, the midway sod is a paradise.

### The Entries at Cobourg.

The list of exhibitors is as follows:  
Atlas Tractor Co., Indianapolis, Ind.  
Aspinwall Canadian Co., power potato machinery, Guelph.  
Avery Co., tractors, Peoria, Ill.  
Advance-Rumely Co., tractors, LaPorte, Ind.  
Roderick Lean Mfg. Co., harrows.  
Buckeye Ditcher Co., ditching machinery, Finley, O.  
Bateman-Wilkinson Co., power potato machinery and ensilage cutters, Toronto.  
Canadian Fairbanks-Morse Co., individual lighting plants, etc., Montreal.  
Canadian Pneumatic Tool Co., trucks for cartage.

Canadian Rein Drive Tractors, Ltd., tractors.  
C. H. Rooke, Ltd., lighting plants, Toronto.  
Cockshutt Plow Co., engine gang plows, Brantford.  
Cleveland Tractor Co., tractors, Cleveland, O.  
Chief Motor Co., tractor motors, Toronto and Port Huron, Mich.  
Dauch Mfg. Co., tractors, Sandusky, O.  
De Laval Separator Co., lighting and dairy plants, Peterborough.  
Empire Cream Separator Co., power milking machinery, Montreal.  
Electric Wheel Co., tractors, Quincy, Ill.  
Emerson-Brantingham Implement Co., tractors, Rockford, Ill.  
Four Drive Tractor Co., Big Rapids, Mich.  
Ford Motor Co., farm trucks, Fargo.  
Geo. Dawson Co., ditching machines.  
Gilson Mfg. Co., tractors, Guelph.  
Gould, Shapley & Muir Co., Brantford.  
Grand Detour Plow Co., engine gang plows, Dixon, Ill.  
Geo. White & Sons Co., grain separators, London, Ont.  
Henry Ford & Son, tractors, Ford, Ont.  
Hamilton Gear & Machine Co., tractors, Toronto.  
Hyatt Roller Bearing Co., roller bearings, New York.  
Hession Tiller & Tractor Co., tractors, Buffalo.  
Hamilton Tractor Co., tractors, Hamilton, Ont.  
H. F. Bailey & Son, power milking machines.  
Imperial Oil Co., oils, Toronto.  
Indiana Mfg. Co., wind stackers.  
International Harvester Co., tractors, Hamilton.  
John Goodison Thresher Co., grain separators, Sarnia, Ont.

(Continued on page 32)

## TRACTORS FURNISH POWER FOR THE CORN HARVESTERS



In a good many sections of the corn belt this year tractors furnished the power to operate the corn harvesters and aid in reckoning with the man power shortage. The work was more speedily done, required less men and with just as much thoroughness. This Avery tractor pulled a corn harvester over more than 200 acres of land so far this year.



# Implement & Tractor Trade Journal

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Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALLGEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, SEPTEMBER 28

OUR Flag, it seems, is still there.

AND the kaiser may as well know now as later that there is no side-draft to Uncle Sam's new draft.

As the use of the German language peters out in this country our Yanks in Europe are obliged to employ it more than ever.

GERTRUDE, our faithful dictaphone, was ailing this morning and we had to send out for a specialist on mechanical therapeutics.

FOCH rhymes with boche, but aside from that he seems completely out of harmony with the plans of the German general staff.

SAYS a dispatch from France: "Modern war is ninety percent straight-cut business." Thus the Hun finds the Yank perfectly at home.

JUST to show your appreciation of the way Jack Pershing and his frisky Yanks jerked the puckering string of the St. Mihiel sack, connect with the Fourth Liberty Loan.

BECAUSE of the city's perverted attachment to Big Bill Thompson, defeated and defeatist senatorial candidate, we wouldn't blame Illinois a nickel's worth if it were to secede from Chicago.

THERE is this other difference between the Missouri mule and the tractor: Building a fire under the mule when he balks usually persuades him to move forward—or backwards—a notch, whereas, if the tractor gets balky a fire beneath would only explode the gas tank and cause the whole outfit to move upward.

IN a pathetic speech to the working men of Essen not long ago the kaiser unloaded another large consignment of lies regarding the fix that Germany finds itself in. On the whole his imperial chatter is of about as little importance as words ever get to be. We can't imagine anything having less to do with the outcome of the war henceforth than remarks by the kaiser.

## NOW IS THE TIME

NOW is the time to prepare for next year's business. The first of the year is simply an arbitrary date on the calendar and, aside from the custom of taking invoice at that time, has no more relation to the annual volume of business than Halloween; indeed, not as much, the season considered.

This is the height of the contracting season. Nearly every forehand dealer has contracted or is about to contract. Within another month only the late ones will remain uncommitted as to what they will stock for spring.

Much depends upon the action that the dealer takes this fall. Greater pressure than ever will be brought to bear by the Food Administration, and all patriots, upon the farmer to increase his production for 1919. The implement dealer must join in that pressure.

The most effective way is for him to sell as many good implements as he can get his hands on; and there is but one way for him to get his hands on them. They must be stocked, so that he can have them to meet the farmer's need.

An implement dealer's establishment may be considered as a sort of an arsenal for the use of the farmer. Without such a base of supply the farmer is as helpless as a general without munitions. There is just a little danger that the success of our arms in Lorraine and elsewhere may cause an element in this country to slacken.

## ON "RUNNING HOG WILD"

WRITING to the Implement & Tractor Trade Journal of some of the abuses practiced by a few of those engaged in the selling end of the tractor industry a correspondent says:

"Much of our tractor trouble is due to the tractor salesmen making unnecessary claims for his machine. A farmer is never satisfied with less performance than he received in promises from the salesman. And why should he be? Is not the salesman supposed to know? And is he not supposed to represent the interests of his company? To the farmer the salesman is the company and he stands pat on what he was told the thing would do. It is high time that tractor companies put air brakes on their salesmen and safety valves on the imagination tanks of their advertising managers. To continue to run hog wild is neither fair to the farmer, nor good business for the industry. So much has been said about overselling that it seems useless to add anything to it, but we

are reminded that 'constant drops of water will wear away a stone,' or words to that effect; therefore, if continual hammering will in a measure correct the evil effects of improper selling, I say, let's pound away."

And so we are hammering.

## CULTIVATE THE KIDS

PAY more attention to the youngsters. That's good advice. It's so good that there isn't a soul who reads it who will deny its wisdom. "As the tree is bent so is the tree inclined," runs the old proverb. Now forget that it is an old proverb and give every word of it your best attention.

Take your own case when you were a youngster. If any business man of the old home town ever took notice of you in a kindly way, it's nails to gang plows that you remember the act distinctly and that you turn every bit of business you can his way, that is, if he's in business in your community.

The cost is mighty little and the returns are mighty big, if you have the patience to wait, and you don't have to wait long at that. Five years makes a great difference in a boy's life. In less time than that the men who are fighting our fight in France, most of them, were kids just a few seasons ago. They were noisy and cluttered up the premises and made themselves general nuisances as boys are obliged to do. Then they began to wear long pants. At the very outbreak of the war in 1914 their voices had scarcely changed from boyish soprano to the raucous croak of adolescence. Then when Uncle Sam took up the fight many of them were ready to shoulder guns.

Some of them have younger brothers left at home to help father farm. All of them—those in France and those at home—have a definite impression of your old attitude toward them, if you have been in business very long. If you ever behaved grouchy before them, be assured that they remember it. If you failed to let on that they were in the same world with you, they are probably returning the compliment right now. You know these things are true.

So cultivate the kids now—the girls, too. They'll be buying drills and tractors and washers and cream separators pretty soon. Treat them so they will think of your store first. Within a few seasons you will begin to get more business, not once mentioning the human happiness of just naturally being decent to young and old alike.



# SPEAKING OF THAT BIG YANKEE DRIVE





# News of the Industry

## Iowa to Have Tractor Show.

The first Iowa Tractor Show will be held in the Coliseum building in Des Moines, Jan. 13 to 19, 1919, under the auspices of the Des Moines Thresher and Tractor Club. This will be a tractor show exclusively, the showing consisting of nothing but tractors and tractor-drawn implements. It will be an annual affair, and it is hoped will assume huge proportions, since it is realized that the tractor business has a vast future in Iowa. The officers and directors of the Des Moines Thresher and Tractor Club are men managing tractor branch houses and jobbers in Des Moines.

Blanks for space contracts are now being sent out. More than half the floor space has been contracted for already. Those desiring information should write to H. J. Clark, manager of the Iowa Tractor Show, care of Port Huron Machinery Co., Des Moines.

## Distributing Company Formed.

The Northern Hart-Parr Co. has been incorporated in Minneapolis to handle the new Hart-Parr in Minnesota and the northern part of Wisconsin and South Dakota. Capital is \$75,000. The company was organized by F. M. Warner and A. H. Grover. Mr. Warner was formerly distributor in Minneapolis for the Bates Steel Mule, and later sales manager of the Interstate Tractor Co., Waterloo, Ia. Mr. Grover was formerly district sales manager for the Interstate company.

## Demonstration at Los Angeles.

Fifteen thousand people attended on the opening day of the Los Angeles tractor demonstration, Sept. 17. There were 125 tractors on exhibition, including sixty distinct sizes and models. Members of the Traction Engine and Implement Dealers' Association of Southern California held a banquet on the opening night.

## In Charge of Canadian Trade.

W. G. Bell has been appointed Canadian sales manager of the Cleveland Tractor Co. Mr. Bell has been assistant sales manager for the Dominion of Canada for the Studebaker Corporation for four years.

## FEDERATION TO HEAR COOK

### The Implement Administrator Is to Attend the Chicago Convention and Hold a Conference.

Junius F. Cook, assistant to the secretary of agriculture and farm implement administrator, has accepted an invitation to attend the National Federation of Implement & Vehicle Dealers' Associations to be held in Chicago, Oct. 8, 9 and 10, at the Hotel Sherman.

Mr. Cook accepted an invitation extended through H. J. Hodge, Abilene, Kan., secretary of the federation. Mr.



JUNIUS F. COOK

Cook, in his acceptance expressed himself as being pleased with the opportunity of meeting the delegates representing the retail implement business and discussing problems and questions of mutual interest.

A part of one of the sessions will be given over to a conference with the administrator, probably the second day of the convention.

## Mail Order House Appeals.

Sears, Roebuck & Co., Chicago, has appealed to the United States Circuit Court of Appeals of the seventh district for a review of the recent order of the Federal Trade Commission requiring the company to cease and desist from unfair and misleading advertising. This is the first case of an appeal from a decision of the Federal Trade Commission. The commission has certified the record in the case to the court.

## Exhibitors in Mid-West Show.

The following companies have already contracted for space in the Mid-West Implement Show to be held at the Auditorium in Omaha, November 13, 14, and 15:

Woodbury Whip Co., Westfield, Mass.  
Challenge Co., Omaha.  
Globe Mfg. Co., Perry, Ia.  
B. F. Avery & Son, Omaha.  
Janesville Machine Co., Omaha.  
Sunderland Machine & Supply Co., Omaha.  
John Deere Plow Co., Omaha.  
Parlin & Orendorff Plow Co., Omaha.  
Associated Manufacturers, Omaha.  
Hudson Mfg. Co., Omaha.  
International Harvester Co., Omaha.  
Henry & Robinson Hardware Co., Omaha.  
Stover Mfg. Co., Omaha.  
Western Motor Car Co., Omaha.  
R. H. Bloomer Mfg. Co., Council Bluffs, Ia.  
Oliver Chilled Plow Co., Omaha.  
Cushman Motor Works Co., Lincoln, Neb.  
John Day Rubber Co., Omaha.  
R. Herschel Mfg. Co., Omaha.  
Stoughton Wagon Co., Stoughton, Wis.  
New Chicago Cruisable Co., Chicago.  
Nebraska-Moline Plow Co., Omaha.  
Emerson-Brantingham Co., Omaha.  
Standard Mfg. Co., Council Bluffs, Ia.  
Hayes Pump & Planter Co., Galva, Ill.  
J. I. Case Plow Works, Omaha.  
Philip Bernard & Company, Sioux City, Ia.  
Nebraska Bull Tractor Company, Omaha, Neb.  
Avery Company, Omaha.  
Turner Mfg. Company, Port Washington, Wis.

## Tractor Sales Company Formed

The Wisconsin Farm Tractor Sales Co. has been organized with headquarters at 123 West Madison St., Chicago, and will have exclusive sale of the Wisconsin farm tractor in all states east of the Mississippi river except Wisconsin. O. F. Brewer, formerly president and general manager of the Brewer-Mosel Automobile Co., Madison, Wis., organized the new company and will be the sales manager.

## New Buda Advertising Head.

O. O. Powell has assumed the position of advertising manager with the Buda Co., Harvey, Ill., manufacturers of the Buda engine for heavy-duty trucks and farm tractors. Mr. Powell was for nine years advertising manager of the Northwestern Expanded Metal Co., Chicago, Ill.



## Form N. I. & V. A. Department.

A meeting of buggy and carriage manufacturers, attended by representative concerns in the industry, was held in Chicago Friday, Sept. 13. Special consideration was given the recent rulings of the Conservation Division, War Industries Board, effecting eliminations and standardization in the vehicle line. The questions of material supply and costs and other common problems were discussed.

It developed that many of the buggy manufacturers are members of the National Implement & Vehicle Association, consequently, the question arose as to the advisability of requesting the association to form a department to take care of their special needs, as in the case of other trade lines organized as departments within the association. A motion to this effect prevailed and a committee on department organization was named, to report at a later meeting.

## Will Express War Cooperation.

The annual meeting of the Sales Managers' Department of the National Implement & Vehicle Association will be held at the Hotel La Salle, Chicago, Oct. 9. The feature will be the annual conference with the representatives of the National Federation Implement & Vehicle Dealers' Associations, who will hold their annual meeting in Chicago, Oct. 8, 9, 10.

The manufacturers and dealers will adjourn their respective meetings at 3 o'clock on the afternoon of Oct. 9 to go into a general conference on matters of mutually vital concern.

This annual conference is one of the most important of the year. Addresses by leading representatives of both branches of the business, manufacturers and retailers, will set forth the conditions and varying situations under which each division has been laboring with the view of determining how best to proceed in the future.

One of the features will be the eagerness of the two divisions of the implement business to express their desire to lend 100 percent cooperation to the government in the carrying on of our war. The distribution of the lesser variety and smaller output occasioned by the Government's conservation restrictions equitably and judiciously, will be one of the main topics of the conference.

An attractive feature will be the annual dinner at the Hotel La Salle, at which the dealers will be the guests of the Sales Managers' Department of the National Implement and Vehicle Association.

## LIMIT CREAM SEPARATORS

### Another Elimination Schedule Announced by War Industries Board As Conservation Measure.

The War Industries Board has announced its schedule for the elimination of cream separators, in line with the other schedules announced for the purpose of conserving material. The schedule is as follows:

Capacity: The manufacture of all hand power cream separators to be restricted to not more than one model, style or type in each of the following capacities:

Capacity A, 200 to 400 lbs. per hour.

Capacity B, 425 to 600 lbs. per hour.

Capacity C, 625 to 800 lbs. per hour.

Capacity D, 825 to 1,000 lbs. per hour.

Note: This provision will, during the period of the war, limit each manufacturer to a maximum of four machines and during this period no new models or capacities are to be made and no manufacturer is to add to the number of models, types or capacities which he is now making, even though his present output is less than four.

Types of Bowls: Each manufacturer to restrict his output of separator bowls to but one type for all machines.

Date Effective: The date of discontinuance of manufacture of all machines and parts to be eliminated to be in all cases January 1, 1919, and no materials for such machines to be ordered after the receipt of this schedule except to even up stocks on hand.

## Irrigation Congress to Meet.

The seventh annual meeting of the Kansas State Irrigation Congress will be held in Garden City Tuesday and Wednesday, Oct. 1 and 2, according to announcement by J. B. Marcellus, secretary.

In view of the drouth of the past season, an attendance of at least 300 out-of-town men is expected. A practical program has been prepared, which will take up every phase of irrigation, from windmills to central power plants.

Among the speakers will be Governor Arthur Capper; J. C. Mohler, secretary of the state board of agriculture; Judge Charles E. Lobdell of the Farmers' Loan bank at Wichita; E. E. Frizell, state farm labor director, and I. L. Diesen of Garden City, president of the congress.

## Elected to S. A. E. Office.

T. B. Funk, manager of the tractor branch of the Moline Plow Co., Moline, Ill., was elected second vice-president of the Society of Automotive Engineers at a recent meeting of the council. He succeeds Capt. Dent Parrett, now in military service. The office has charge of the tractor engineering activities of the organization.

## N.I. & V.A. Ready for War Convention

The National Implement and Vehicle Association extends not only to its members, but to manufacturers thruout the industry, an invitation to attend the twenty-fifth or Silver Anniversary convention, to be held at the Congress hotel, Oct. 16, 17 and 18.

War conditions naturally have brought the manufacturers closer to their organization than ever before. The association has served as a clearing house in many matters affecting the relations between the Government and the manufacturers and has been also a bureau of information for its members from the beginning of the present conflict.

Conventions under ordinary conditions perform two general functions: conveying information and providing social relaxation. This year, the former will be the more emphasized, for the war has served to have a subduing effect on entertainment features generally. However, the association will continue its past custom, combining business and pleasure in keeping with the times.

It is purposed that the convention program this year be the source of a

vast fund of information for the collective industry for the guidance of the manufacturers in confronting the situations of the present and immediate future.

Manufacturers desiring detailed information relative to the coming convention may obtain same by addressing the National Implement and Vehicle Association which will be glad to answer all inquiries.

The entertainment for the gathering including the women guests, which has been arranged by the Auxiliary, will be appropriate to war time and patriotic in sentiment. Although realizing that the women are doing splendid war work at home, an urgent invitation is extended them to attend.

The annual dinner will be Friday evening, Oct. 18, at 6:30 o'clock in the Gold Room in the Congress Hotel. The day sessions of the convention will start at 10 o'clock. Luncheon will be served at 12 o'clock and the sessions will be reconvened at 2 o'clock. All who attend are urged to register promptly at the secretary's office adjoining Convention Hall in the Congress.



## Remy Co. Gives War Bonus.

Twenty-five hundred employes of the Remy Electric Co., Anderson, Ind., will benefit from a second war bonus which has been declared effective at once by the company's officials. This means a blanket wage increase of ten percent with an additional ten percent for members of production departments who qualify on the basis of regular attendance. The new increase operates in addition to a first war bonus of twelve percent instituted some time ago by the Remy company for its employes.

Part of the new Remy bonus takes into account regular attendance and punctuality. In addition to the ten percent increase all employes engaged in production work will receive another ten percent at the end of each four weeks' period, providing they have worked regularly during that period. The aim is the greatest possible output and a real contribution, individually and as an organization, toward winning the war in the shortest possible time.

Announcement of the new bonus plan was made to all foremen of the company recently at a meeting held at the Remy Country Club. Headed by the Remy band, the department heads marched from the plant to the Club at close of work. The program opened with an impressive ceremony conducted by Company L, Indiana State Troops. This included the firing of the sunset gun, and lowering of the Stars and Stripes as the band played the National anthem. Later, to the strains of "Over There," the assembly marched to a natural amphitheatre near the club-house, where luncheon was served and details of the war bonus plan were explained.

## Levin Joins De Laval Firm.

The De Laval Separator Co., New York, announces the appointment as assistant advertising manager of Astolf Levin, for the last three years advertising manager of the Sharples Separator Company.

A sign of the steady growth of the De Laval business is the erecting of a large fireproof manufacturing building, now nearing completion, at its Poughkeepsie factory. Increased sales and advertising plans for 1919 are now being formulated.

## New Building Planned.

The Timken Roller Bearing Co., Canton, O., is laying plans for a new factory unit. The building is to be a one-story structure, 100x250 feet.



## Killed in Action

### First Lieut. Carl C. Cramer Falls in France.

FIRST LIEUT. CARL C. CRAMER, infantry, secretary of the Admiral Hay Press Co., Kansas City, Mo., is one of the first, if not the first, of the hundreds of men that the farm equipment world has furnished to the military forces to make the supreme sacrifice.

A telegram announcing that Lieutenant Cramer had been killed in action Aug. 4 was received this past week by Whitney Goit, vice-president of the



LIEUT. CARL C. CRAMER

hay press company. The telegram was from C. C. Cramer of New York, father of Lieutenant Cramer.

Lieutenant Cramer was commissioned at the Fort Sheridan officers' training camp last November, going to France in February. He had been secretary of the Admiral Hay Press Co. for the past three years during which time he lived in Kansas City. He had previously lived in New York. He was 29 years old and unmarried.

After one of the major engagements in which his regiment had a part Lieutenant Cramer wrote:

I've been to hell and back again, and wish to let you know I'm safe and well after indescribable experiences. The American Army is "there," and the Ger-

mans have found out that much to their surprise and sorrow. We licked the boche to a standstill, and even I have many notches in my pistol. Cannot write much. Am busy getting things in shape for whatever might happen. Have been mentioned in orders for what I don't know.

Lost many of my best friends among the officers and men, but that had to be expected. All the stories you ever read about the war cannot describe to you what a real big drive is, but some day I hope to be able to give you some personal observations. Lost all my personal property, but that's nothing.

Don't think much of the German as a fighter, as all I captured (a few) said they were tired of the war and were driven to it by their superiors. They seemed anxious to give up. I'm proud to be an American and belong to the regiment I belong to, as it is the talk of France today.

Just a week before he was killed and following a battle between the Americans and Germans near Chateau Thierry, France, he wrote the following letter:

If the boche ever gets me, I'll at least have the satisfaction of having taken my toll before hand; the nicks in my pistol are gradually being added to. I have been in the fray again since my last note to you and our regiment, not satisfied with trimming the Hun and breaking up his drive, went after him, and so far we have driven him a number of miles backward, inflicting tremendous losses.

Personally, I've taken a number of officers and many men, and all say they are tired of fighting. My nerves are all shot to pieces and my body is very, very tired. What we all need is rest, as we have done our share for the time being.

Naturally our regiment, and especially my company, suffered big losses, as we were in the lead constantly, but by some good grace I escaped without a scratch, and only hope it will continue so.

The things I've gone through and seen never will be forgotten, and now that I've come through so much, I would like to see the finish and get back.

P. S. The envelope I'm using is from a German officer who never will need such things again.

## Maj. Bradford Brinton to France.

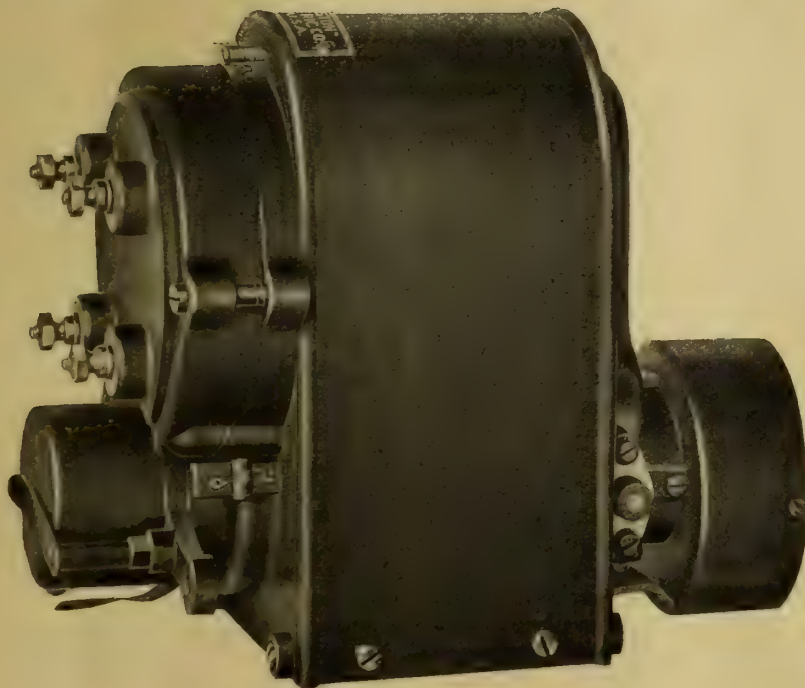
MAJ. BRADFORD BRINTON sailed last week from New York to France where he will be attached to the American Expeditionary Force. Major Brinton is the vice-president of the Grand Detour Plow Co., Dixon, Ill., and the son of the president of the company, Col. W. B. Brinton.

## Wendell Paul Jones Promoted.

WENDELL PAUL JONES, son of W. A. Jones, former editor of the Implement & Tractor Trade Journal, has been commissioned first lieutenant in the army, according to word recently received. He is now in the Fuel and Forage Department of the Quartermaster's Corps at Camp Funston.



# KINGSTON MAGNETOS



**T**HE new KINGSTON MAGNETO was one of the notable accessories at the Salina Demonstration. For years KINGSTON Magnetos have led the field. The newest example of the line is in every way the best that has yet been produced. It is water and dust proof, ruggedly built, designed expressly for the rigors of tractor service. It carries the famous Impulse Starter. The most serviceable and efficient tractors are KINGSTON equipped.

## KOKOMO ELECTRIC CO.

KOKOMO, INDIANA



# Portland's Tractor Demonstration

By W. J. Gilmore

Professor of Farm Mechanics,  
Oregon Agricultural College

PERHAPS no attraction and certainly no power farming demonstration ever staged in the Pacific Northwest attracted more attention from our agricultural men of Oregon and Washington than did the recent tractor and implement demonstration which took place in the vicinity of Portland. This was made possible by the Portland Implement and Tractor Association and was managed by Eugene Smith of San Francisco, Cal.

Practically every tractor sold in the Northwest and many only recently entering the field afforded here were seen doing various field work under conditions differing widely from those in which other demonstrations have been held in the United States. Owing to the closeness to Portland, the association was unable to secure one sufficiently large tract on which to hold such a demonstration and three smaller and irregular tracts were secured. There were rounds not to exceed a few rods, as is often encountered on the average farm, then there were rounds similar to those found on our larger farms.

## Plowing Conditions Were Unusual.

Plowing and other field operations were performed on steep grades and rough side hills. As the rules called for plowing at a greater depth than had been accomplished by animal power in the future the majority of plows were operated at a depth sufficient to get below the hard pan, making plowing conditions the most unusual. In addition, the fields were of various soil types making in the whole conditions as are extremely unusual at such a demonstration, yet approaching actual conditions as found in the Northwest, for we have small fields such as gardens, orchards and vineyards, and again the large grain farms, both fast becoming prominent fields for the tractor. These tracts like other fertile sections of other parts of America may be in fields with steep hill sides.

The hurriedly constructed tent city accommodated more than fifty different makes and sizes of tractors with private and public demonstrations, management headquarters, exhibit tents, accessory tents, refreshment tents, and facilities for parking the large number of automobiles driven from far and near to see the tractors performing the work which it took

much animal and man power to perform only a few years ago. From early morning until late at night could be seen the small tractor pulling one 7-inch plow to the giant, turning earth almost a yard in width. There were those of two, three or four wheels and those of the track layer type. Then there were those of one, two, four or eight cylinder. Some pulled mold-board plows, some disk plows, others were drawing other field implements.

## No Waiting On Tractors.

One thing was outstandingly noticeable at the Portland demonstration which was not true of former demonstrations such as were held annually at Winnipeg a few years ago and that was the fact that the tractors were always ready. Of all the machines at work, not one machine to the writer's knowledge was held up on account of breakages or misadjustments, and when the fact is noted that this demonstration was not in the hands of experts from the companies headquarters, but handled by local men, many unfamiliar with demonstrations, also that many operators were unused to operating tractors at all, it is impressed on one that the troublesome gas tractor of a few years ago has been made into a practical machine.

Drawbar tests were conducted by those requesting same. Professors J. B. Davidson, of the University of California and W. J. Gilmore of Oregon Agricultural College had charge of the tests. As the soil was unusually dry, giving a very poor footing for the tractor, maximum drawbar pulls were not shown, yet in practically every case, the actual drawbar pull was equal to or greater than the rated. Unlike conditions of a few years ago, practically every tractor sold today is not over rated. Farmers are more familiar with their requirements and salesmen understand better the need of farmers.

## Demonstration of Real Value.

The value of the demonstration to the farmers of the Northwest at a time when power is in such demand on account of the unusual shortage of laborers and a call for increased population, can not be estimated. Those attending this demonstration not only saw tractors in operation, but had opportunity to see various makes of implements attached and all working un-

der similar conditions. There were several makes of engine plows in use all doing excellent work where the tractor operator gave the ordinary amount of attention necessary.

Differing from methods of producing a crop of a few years, the farmer's lot is not bad at all. The internal combustion brought forth the automobile a success in every detail. It will be but a short time until the tractor is just as big a success. It lacks but little now, and the producer who does not use mechanical power cannot compete with the user, because crop production is largely a mechanical process.

The greatest drawback to the use of the gas tractor is the scarcity of efficient operators. The state colleges and the manufacturers realize this and as a result many schools are being conducted. The result of training operators to man the tractors will mean reduction in production costs and great improvements in conditions of our bread producers.

## List of Exhibitors.

The exhibitors at the Portland demonstration:

Parlin & Orendorff Co., Implements.  
W. H. Wallingford, Parrett.  
Oliver Chilled Plow Works, implements.  
J. W. Hill, Caterpillar.  
Farm Tractor & Implement Co., Emerson-Brantingham.  
J. A. Freeman & Son, All Work.  
Northwest Auto Co., Sandusky and La Crosse.  
Common Sense Gas Tractor Co., Common Sense.  
Advance-Rumley Thresher Co., Rumley Oil Pull.  
Hodson-Feenaughty Co., Avery.  
J. I. Case Threshing Machine Co., Case.  
Vick Bros., Fordson.  
The A. H. Averill Machinery Co., Russell.  
International Harvester Co., International.  
McNeff Tractor Co., Cleveland.  
Aultman-Taylor Machinery Co., Aultman-Taylor.  
Bean Spray Pump Co., Bean Track Pull.  
John Deere Plow Co., Waterloo Boy.  
Mitchell, Lewis & Staver Co., Monarch.  
Sam Hunter Co., Bates' Steel Mule.  
R. M. Wade & Co., Heider.  
De Laval Dairy Supply Co., Lauson.  
Wentworth & Irwin, Sampson Sieve Grip.  
Western-Farquhar Co., C. L. Best Tracklayer and Trundaar.  
Nilson Tractor Sales Co., Nilson.  
Oregon Moline Plow Co., Moline Universal.  
Western Auto Co., Fageol.  
Blewett Manufacturing Co., Web Foot.

G. R. Lanschlaugen of Watertown, S. D., has sold out his implement business to Barrett Bros., implement dealers of Garden City, who will continue both businesses.





# LaCrosse Happy Farmer Tractor

## The Perfect Kerosene Burner

12-24 Horsepower Guaranteed

### YOU ARE LOSING MONEY EVERY DAY

you put off getting that contract for

## LaCrosse Happy Farmer Tractors

They are positively the easiest to sell and the service required is the minimum. Automobile dealers are hurrying to get under cover. *Are you going to let them beat you to it?* We have tried to give you a straight tip. Many of you Implement Dealers have found a connection with us your most profitable and satisfactory one, but hundreds more are going to lose their chance, unless they act **NOW**. It is the logic of the situation. Are you going to wait until it is too late?

### DISTRIBUTORS EVERYWHERE

TRACTOR SALES CO., OKLAHOMA CITY, OKLA.  
Distributors for Oklahoma and Texas Panhandle

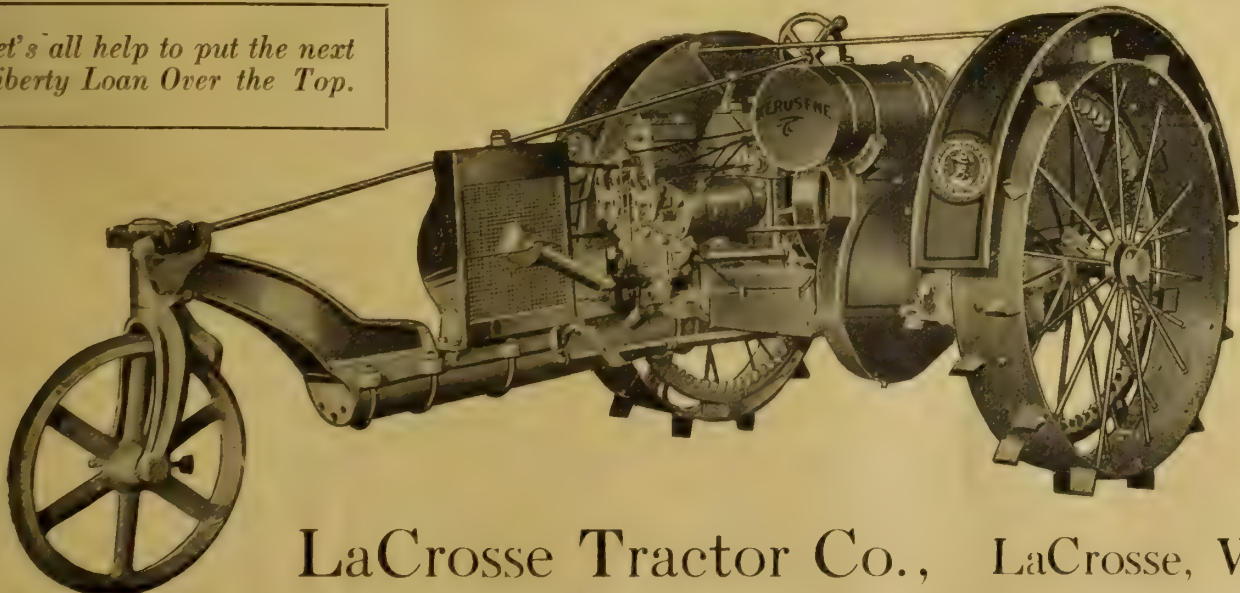
THE SIMPLEX SPREADER MFG. CO., KANSAS CITY, MO.  
Distributors for Kansas and Western Missouri

T. G. NORTHWALL CO., OMAHA, NEB.

Distributors for Neb., S. W. Iowa and Southern So. Dak.

Meadows Mfg. Co. .... Pontiac, Ill.	South Dakota Tractor Co. Watertown, S. D.	Colorado-LaCrosse Tractor Co. ....
Griffin-LaCrosse Tractor Co. ....	Florida Tractor & Implement Co. ....	..... Denver, Colo.
..... Mason City, Ia.	..... West Palm Beach, Fla.	Texas Happy Farmer Tractor Co. ....
M. Maloney Co., Inc. .... Syracuse, N. Y.	Byron Matthews. .... Adrian, Mich.	..... Dallas, Tex.
Hartz Machinery Co. .... Philadelphia, Pa.	Indiana Tractor Sales Co. Indianapolis, Ind.	J. H. Cordes. .... West Alton, Mo.
Ohio Happy Farmer Tractor Co. ....	LaCrosse-Dakota Tractor Co. ....	Knoxville-LaCrosse Tractor Co. ....
..... Bucyrus, O.	..... Grand Forks, N. D.	..... Knoxville, Tenn.
Ashton Starke Imp. House. Richmond, Va.	Minot Motor Sales Co. .... Minot, N. D.	R. A. Bearden. .... Selma, Ala.
Rapp Bros. & Sherman. .... Nappanee, Ind.	M. Grever & Co. .... Glen Ullin, N. D.	Happy Farmer Co., Ltd. ....
J. B. Gabeline. .... Burlington, Ia.	James A. Shoemaker. .... Billings, Mont.	..... Winnipeg, Man., Can.
Ditmars, Kerr & Co. .... West Liberty, Ia.	R. S. Kiltz. .... Great Falls, Mont.	Renfrew Machinery Co., Ltd. ....
LaCrosse Auto Co. .... Minneapolis, Minn.	Jestrab Brothers. .... Havre, Mont.	..... Renfrew, Ont., Can.
Johnson-LaCrosse Tractor Co. ....	O. E. Peppard & Son. ....	Gaston, Williams & Wigmore, Inc., Ex-
..... Hanley Falls, Minn.	..... Missoula, Mont., and Spokane, Wash.	porters. .... New York, N. Y.
St. James-LaCrosse Tractor Co. ....	Northwest Auto Co., Inc. .... Portland, Ore.	Pluym, Ochs & Co., Exporters. .... New York
..... St. James, Minn.	Gem State Oil & Products Co. ....	W. E. Mueller. .... Paw Paw, W. Va.
O. K. Hafso. .... LaCrosse, Wis.	..... Pocatello, Idaho	Burwell & Walker Co. .... Charlotte, S. Car.
Wisconsin Tractor Sales Co. Oshkosh, Wis.	J. D. Adshead Co. (Alberta). Winnipeg, Man.	

Let's all help to put the next  
Liberty Loan Over the Top.



## LaCrosse Tractor Co., LaCrosse, Wis.

Manufacturers—Not Assemblers

Mention Implement & Tractor Trade Journal when writing



# Two Avery Leaders f



## The Avery Motor Cultivator —the Machine that You Can Sell to Motorize Any Row Crop

**A** MOTOR CULTIVATOR is an absolute necessity to power farming. Every farmer will want such a machine for his corn, cotton, or other row crops. After he learns what a tractor will do in plowing and preparing the seed bed, he will, naturally, want to cultivate with motor power, too.

The Avery Motor Cultivator is the machine that supplies his needs. With it one man can cultivate 100 acres of corn—more than twice as much as he ordinarily does with horses.

Here is a big selling asset that is *YOURS* with the Avery Line. It is proving a money-maker for Avery dealers:

The six sizes of Avery tractors enable you to make *every* tractor

prospect *YOUR* customer. The Avery Motor Cultivator means an extra sale and an extra profit with the same customer.

Besides cultivating, there are many other kinds of work that this machine can do. You can sell a planter attachment to go with it for planting. It will pull drills; it can be used in harvesting, raking and loading hay, and hauling light loads. It also has a belt pulley for light belt work.

**WRITE FOR OUR SALES PROPOSITION**



# AVI

Motor Farm  
and Road Buil



# Power Farming Business

## The Avery 5-10 H. P. Tractor The Smallest and Lowest-Priced Tractor Made

**T**HERE are two classes of farmers who are giving Avery dealers a big business on this successful small tractor. One is the man whose farm is too small to use a big tractor profitably; the other is the man with a large farm who needs a small machine for his light work.

Here is good business that you could not possibly get with the ordinary tractor. Why overlook it? Don't lose this extra profit. The Avery Line gives you a chance at *all* the tractor business in your territory.

The small size and low price bring this Avery 5-10 H.P. Tractor within the reach of any farmer. It sells at about the price of a good team. And as one farmer says: "We have replaced four horses with it, three having been actually sold

off the farm, the tractor doing all their work. None of our fields are more than 20 acres. In fact we worked up our garden entirely and it is about 200 by 300 ft. in size. For belt work we have used it on a wood saw, feed grinder, rotary pump, and expect to run a small thresher with it."

Another owner says: "I purchased one of your 5-10 tractors through your agent and it worked so successfully that I bought one of your Motor Cultivators."

## Sell The Line That Fits Any Farmer's Needs

When you sell the Avery Line you sell a *complete* line. You not only sell the six sizes of Avery Tractors and the Motor Cultivator, but Avery Plows to fit any size tractor, and eight sizes of Avery Grain-Saving Threshers.

Here's a real big sales opportunity: Make *every* prospec-

tive tractor buyer *your* customer. And when you sell him a tractor, sell him the other motor machinery to go with it. Your opportunities for selling motor farming machinery are *unlimited* with the Avery Line. Write us and let us tell you more about it.

**EVERY COMPANY, Factory and Main Office, PEORIA, ILLINOIS**

Branch Houses: Madison, Fargo, Omaha, Minneapolis,  
Grand Forks, Sioux Falls, Aberdeen, Billings, Lincoln,  
Des Moines, Indianapolis, Kansas City, Wichita

Jobbers: AVERY COMPANY OF TEXAS  
Dallas, Amarillo and Beaumont, Texas  
Also Other Principal Machinery Centers

5-10 H.P. Avery Tractor  
Users Price \$550  
F.O.B. Peoria Ill.

**EVERY**  
Threshing  
Machinery





# Craig Has Several New Features

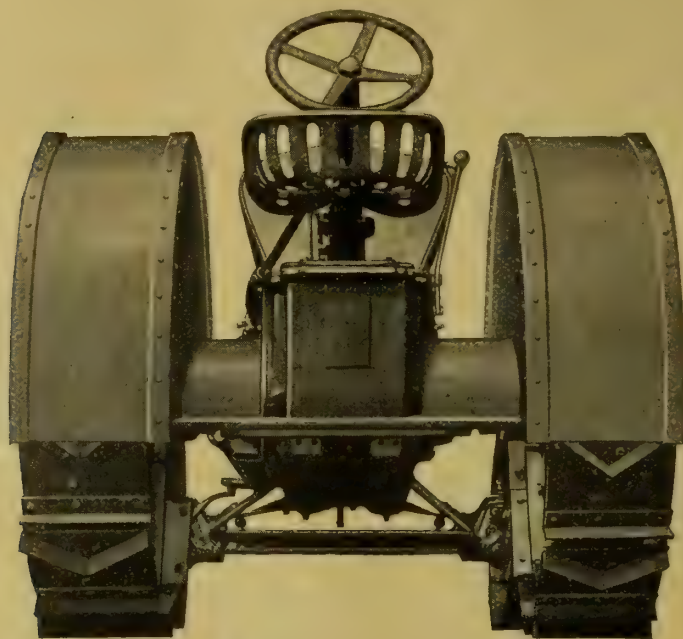
THE subject of an extensive "blind" advertising campaign and the latest tractor to make its appearance on the market is the Craig tractor which is to be manufactured by the

own tracks. Two pads are always on the ground, providing an area of constant contact measuring 540 square inches and making the wheels practically independent of soil and road

operator to turn in any direction was designed, and this was rendered still more comfortable by being made adjustable to suit the length of the driver's legs. All levers used in running the machine are placed where they are most easy to reach, and ample fenders over the rear wheels afford protection against flying sticks, stones and the like.

Other features of the Craig tractor are a radiator the core of which can be removed by simply taking out six bolts, without interfering with frame, fan or any other part; a hand-adjustable disc clutch; a new and improved type of governor which does away with the fly-ball; a specially designed engine crank case with two large and two smaller holes on each side through which connecting-rod bearings can be quickly reached.

The Craig tractor is declared to have plenty of power to pull four plows under favorable conditions,



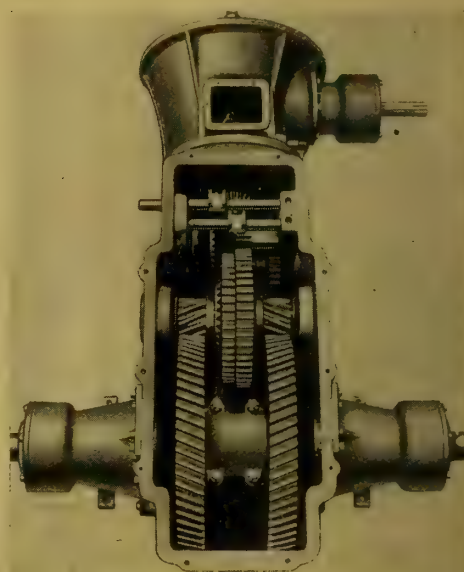
REAR VIEW OF THE CRAIG TRACTOR

Craig Tractor Co., Cleveland, O. The Craig, a 15-25 hp. machine, embodies a number of new features in design and construction.

Among the new features of the Craig tractor are Craig Pad-Track rear wheels, which, it is said, embody the advantages of both the round-

conditions.

This new departure in farm-tractor construction was brought from Italy, where it has been employed for a long time on military tractors used to haul heavy artillery over the exceedingly difficult roads and trails of the Alpine country.



LIVE AXLE DRIVE TYPE TRANSMISSION



HERE THE THREE BOTTOM-PLOW IS FURNISHED SUFFICIENT POWER

wheel and crawler types, while being free from their disadvantages. By means of pads held against the wheel-rim with springs, these wheels lay their

The comfort, convenience and safety of the tractor-operator has been provided for. Instead of the ordinary kind of seat, a swivel-seat enabling the

three under difficult conditions. Its power is supplied by a Craig-Beaver four-cylinder engine, running at slow speed and burning kerosene. All gears are Nuttall, forged, cut and heat treated and every one enclosed and running in oil. Final drive is through the rear axle instead of by ring-gears and bull-pinions. Bearings are Timken throughout.

The specifications of the Craig:

Draw-Bar Horsepower—15.

Belt Horsepower—25.

Weight—4,500 pounds.

Speeds—High, 4 miles per hour; low, 2-4-10 miles per hour.

Engine—Craig-Beaver four-cylinder valve-in-head, kerosene-burning. Bore and stroke, 4½ by 6 inches; normal revolutions per minute, 950; horsepower at normal revolutions per minute, 35.

(Continued on page 34)



# TRUE AMERICANS

**W**E have always had a mighty good opinion of our Quicker Yet Washer dealers. And now, we have the highest opinion of them that can be had; we absolutely know they are True Americans. Being rationed on steel and iron so as to help lick the Huns, we wrote all of our dealers on Aug. 24, 1918, and at the same time informed them through advertisements in the Trade Papers of important changes in the Quicker Yet line, some of which are: All Quicker Yet Vacuum machines discontinued. All Quicker Yet Washers heretofore furnished with steel frames are now made with wood frames only.

At the same time, we asked for Pledges of Co-operation. In no case has a Quicker

Yet Washer dealer refused to sign the Pledge and only a few dealers have neglected to send in the Pledge of Co-operation. Hundreds of dealers had orders in for steel frame machines which we announced would be filled with wood frame machines. Of these hundreds of dealers, only two canceled their orders on account of the fact that wood frame machines were to be furnished instead of steel frame machines. On the other hand, dozens of dealers took the trouble to write us, commending our action and assuring us of their co-operation to the fullest extent. The changes that we have made effect a big saving in iron and steel and offset the curtailment in our supply so that we can furnish you plenty of

*Quicker Yet*  
WASHES CLEAN

## Hand, Engine and Electric Power Washers

The Quicker Yet Double Tub Power Washer has any position swinging wringer—strong, neatly designed wood frame that is bolted together. Locking tub lid starts washing mechanism unlocking tub lid stops it. All parts can be run in conjunction or separately.



As a War Measure  
Made in Wood Frame  
Instead of Steel

The line as it now stands represents the cream of the whole line, and each and every one of the Quicker Yet Washers as now manufactured are sturdy, reliable, customer satisfying and quick selling machines. Washing machines are a necessity and are so classed because they are a labor saving device.

Quicker Yet Washers lessen the demand for domestics, releasing them for more important work. They save time for the housewife, which can be given over to War work. They save doctor bills, which saving helps buy War Savings Stamps. They help make the home happy and do away with drudgery, which makes for a better race. Indirectly, besides the menial task of washing dirty clothes, they do lots of good. Let us tell you more about them.

**GLOBE MFG. CO., PERRY, IOWA**



## WILLYS BUYS INTO MOLINE PLOW CO.

(Continued from page 14)

announcement of the transaction G. A. Stephens the retiring president issued the following statement: "The arrangements with Mr. Willys are that all holders of common stock shall have the opportunity, up to Oct. 25, to exchange their stock for other stocks upon exactly the same basis and terms and for the same stocks for which the Stephens family exchanged theirs. It is not expected that large improvements in factory output shall be made during the progress of the war, but after the close of hostilities and resumption of unrestricted general manufacturing very large benefits will accrue to Moline territory through this new management."

### G. A. Stephens Retires.

"The terms of the transfer are not made public until released by Mr. Willys. It is Mr. Willys' intention to purchase all common stock of the Moline Plow Co., other than held by the Allen interests, as the fact of present restraint on production and future requirements for a larger and greater manufacturing equipment will prevent the payment of dividends upon these stocks for a term of years."

"My brother, C. R. Stephens, and I contemplate opening an office in Moline, Ill., wherein our friends will be welcome, where the rate of exchange will be paid in good stories, new and a rehash, of reminiscences of working days gone by. In other words I am done with active business life and shall give a great deal more attention to my shotguns and fishing rods and golf clubs than I have been able to do in the past. None of these arduous duties will prevent me from hobnobbing with my friends and to them I state the latch string will ever hang without my door."

### History of Moline Company.

The business which is now known as the Moline Plow Co. got its start in 1865 when Henry Candee and a number of others opened a small shop on the present site of the plow company's offices in Moline, Ill., for the manufacture of fanning mills and hay rakes.

George Stephens, father of G. A. Stephens and C. R. Stephens, bought an interest in the industry in 1866. The company was organized as the Moline Plow Co. in 1870 and incorporated with a capital stock of \$400,000. R. K. Swan was the first president. George Stephens became

president of the company in 1891. The paid capital at that time was \$800,000.

The Moline Plow Co. was the first concern to manufacture a three-wheel plow, its Flying Dutchman sulky plow was put on the market in 1884. The famous trade name of the company disappeared with the entry of the United States into the present war. After the appearance of the three-wheel plow the company gradually entered the production of practically every kind of farm implement used. George Stephens died in 1902 at the age of 83 years.

### Fills Place of Freight Cars.

The difficulties encountered by the road commissioners of Wayne county in securing freight cars for the transportation of material and equipment to the different parts of the county where the road building work is going on, forced them to adopt a truck and trailer unit which is giving most satisfactory service. From their base at Wayne they are compelled to haul supplies and equipment to the most remote sections of the county and are often rushed to keep supplied the several crews of road workers. The varied nature of these supplies and the long hauls presented a problem that is complex.

By using a ten-ton Fruehauf semi-tractor in connection with a four-ton truck, they were able to cope with the situation and place themselves in a position to be independent of all other methods of transportation.

Hauling an industrial locomotive by motor truck seems a little bit out of the ordinary, but it is a possibility nevertheless. The ten-ton locomotive is one of several used about the county.

### Plan for Western Convention.

A tentative program for the 1919 convention of the Western Retail Implement, Vehicle and Hardware Association to be held in Kansas City Jan. 14, 15 and 16 was formulated at a two days' session of the board of directors in Kansas City this week. The program outlined was patriotic in every detail, from the planned unfurling of the organization's service flag to the selection of speakers and their subjects.

The board of directors passed a resolution calling upon the members to help place the association on the honor roll of the Fourth Liberty Loan drive and asking that every implement and hardware store be made to grade 100 percent.

Speakers will discuss the various phases of the implement men's busi-

nesses that have been affected by the war. Manufacturers' representatives will tell of their troubles and plans for the coming year. A representative of the income tax collection department will speak. The question box will be featured at every session. A playlet to be presented will show the difference between a tractor well sold and a tractor over sold.

These officers and members of the board of directors were present at the sessions: President, G. H. Brett, Ponca City, Okla.; vice-president, W. E. Haynes, Emporia, Kan.; secretary-treasurer, H. J. Hodge, Abilene, Kan.; members of the board, E. C. Hood, Pittsburg, Kan.; W. T. Osborn, Galatin, Mo.; M. M. Smith, Clay Center, Kan.; A. A. Doerr, Larned, Kan.; O. H. Young, Elk City, Okla.; F. S. Cunningham, Norborne, Mo.; M. A. Wengert, Kansas City, Mo., and C. O. Hitchcock, Hutchinson, Kan.

Two resolutions adopted by the board of directors follow:

Whereas, the experience of the Retail Dealers for the past season during National Implement Repair Week was highly satisfactory, and resulted in great good to both the dealers and the farmers;

Be it resolved: That in the opinion of the Board of Directors of the Western Retail Implement, Vehicle and Hardware Association, it would be wise to continue the practice and we urge the National Federation to use its best efforts to induce the manufacturers and the Food Administration to give the movement their sanction and hearty support;

And be it further resolved: That the name of the movement be changed from "National Inspection and Repair Week" to "National Repair Week," with the idea of including in its scope all small tools or any other articles needing repair, used in the prosecution of the farming industry in general.

Whereas the dealer is the recognized channel for the distribution of repairs, and

Whereas the Priorities Board of our Government has ruled that a 25 percent reduction of material to be used for the manufacture of farming implements will be enforced from Oct. 1, 1918, to Oct. 1, 1919, which will cause an unusual demand for repairs and larger stock in the dealers' hands, and

Whereas the cost of service in the distribution of repairs is heavy and the discount from the printed list issued by a great many manufacturers is totally inadequate;

Therefore be it resolved: That the Western Retail Implement, Vehicle and Hardware Association request that adequate discounts from the printed list prices of repairs be provided for the retail dealers, and we hereby instruct our delegates to the National Federation convention to define our position in this matter.

The Kane-Cadillac Co., Buffalo, N. Y., has arranged to handle Cleveland tractors.





# BE A BOND SALESMAN!

---

**S**TART this week right by not only buying Liberty Bonds but also by selling them on every occasion possible.

Make yourself a Liberty Salesman; put all your talents to work. Infuse your friends, associates and employees with similiar patriotic enterprise.

Send them to the proper committee or headquarters. Inform yourself on all the details of the campaign at once.

*Drive Hard*

**Implement & Tractor**  
**Trade Journal**  
1886 1918  
FORMERLY THE WEEKLY IMPLEMENT TRADE JOURNAL





## IRON AND STEEL SUPPLY CURTAILED

(Continued from page 16)

anxious to assist you, and will not hesitate as occasion may require to direct you, this nevertheless is YOUR problem. With confidence we look to you for policing of the distribution of iron and steel products as will insure each pound being applied **ONLY** to essential uses."

### All Must Sign Pledges.

The manufacturers were required to sign pledges to the iron and steel suppliers and many distributors are now requiring the same pledge to be signed by their dealers. The pledge in text is as follows: "I do hereby pledge myself not to use or so far as lies within my power, permit the use of any stocks now in or which may hereafter come into my possession or control, save one (1) for essential uses as that term may be defined from time to time by the Priorities Division of the War Industries Board, or (2) under permits in writing signed by the director of steel supply; that I will make no sale or delivery from such stocks to any customer or retailer before his filing with me a similar pledge in writing; and that I will use my utmost endeavor to prevent the hoarding of stocks and to insure that they be distributed solely for essential uses."

Some distributors are now requiring that the pledge be signed and returned before shipments are made to dealers.

The conservation division of the War Industries Board announced July 12 a comprehensive elimination program for the farm implement and farm operating equipment industry which discontinued the manufacture of approximately 3,000 surplus types of plows and tillage implements. Out of 303 types of plows only 65 will be manufactured after Dec. 31. The 300 odd types of corn planters and drills were reduced to 10 and 107 types of harrows cut to 44. Further elimination of unnecessary types and additional standardization of farm implements was promised and is being carried out by the conservation division.

It was expected that this action would release automatically for war purposes and other necessary industries a large amount of steel and iron, besides reducing the stocks carried by factories, jobbers and other distributors and thereby freeing much capital invested. That further conservation of iron and steel was thought necessary is indicated

by the recent action in curtailing the supply to the manufacturers of power farming equipment.

## CANADIAN DEMONSTATION A BIG SUCCESS

(Continued from page 18)

John Lauson Co., tractors, New Holstein, Wis.

J. I. Case T. M. Co., tractors, Racine, Wis.

Kerosene Burning Carburetor Co., ignition.

La Crosse Tractor Co., tractors, La Crosse, Wis.

Massey-Harris Co., tractors, Toronto.

Macdonald Thresher Co., tractors, Stratford.

Moline Plow Co., tractors; Moline, Ill.

Midwest Engine Co., tractors.

Monarch Tractor Co., Ltd., tractors.

National Tractor Co., tractors, Cedar Rapids, Ia.

Nineteen Hundred Washer Co., power washers.

Northern Electric Co., lighting plants, Ontario.

Oliver Chilled Plow Works, engine gang plows; Hamilton.

Ohio Mfg. Co., tractors, Upper Sandusky, O.

Port Huron Thresher Co., tractors, Port Huron, Mich.

Peter Hamilton Co., power cultivators, Peterborough.

Parret Tractor Co., tractors, Chicago.

Remy Electric Co., batteries, Chiod, Ont.

R. A. Litser Co., individual lighting plants, Toronto.

Rock Island Plow Co., tractors, Rock Island, Ill.

Robert Bell E. & T. Co., grain separators, Seaforth, Ont.

Sharples Separator Co., power milking machinery, Toronto.

Sawyer-Massey Co., tractors, Hamilton.

Splitdorf Electric Co., ignition, Toronto.

Turner Mfg. Co., tractors, Port Washington, Wis.

The Buda Co., tractor motors, Chicago.

T. E. Bissell Co., tractor disks and drills.

U. S. Tractor & Machinery Co., tractors, Chicago.

Universal Milking Machine Co., power milking plant.

W. H. Banfield & Sons, Leak Proof rings, Toronto.

Wilcox-Bennett Carburetor Co., ignition, Indianapolis.

Waterloo Gasoline Engine Co., tractors, Waterloo, Ont.

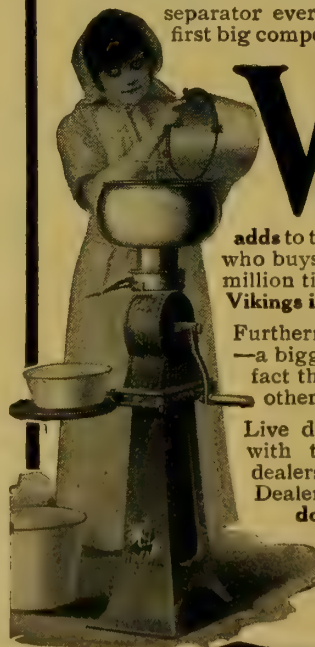
Waterloo Mfg. Co., grain separators, Waterloo, Ont.

### Will Build Addition to Plant.

The Midwest Engine Co., Indianapolis, successor to the Lyons Atlas Co., is planning to erect two new buildings. The structures will be of reinforced concrete, brick and steel, and will be 80x465 and 25x100 feet respectively.

## You Get More Profit The Farmer Gets More Cream

**THE** greater capacity of the **Viking** is making sales by thousands for thousands of our dealers. The fact that it is the closest skimming separator ever perfected adds force to the first big compelling selling argument: The



## VIKING CREAM SEPARATOR

adds to the cream profits of the farmer who buys it. That has been proven a million times. There are **over a million Vikings in use today.**

Furthermore, it brings you—the dealer—a bigger profit per sale, despite the fact that it is lower in price than any other standard separator.

Live dealers will do well to tie up with the **Viking**. Write us for dealers' terms today. Our 100% Dealers' Co-operation will help you double your separator sales.

Swedish Separator Company  
Dept. G  
507 So. Wells St. Chicago, Ill.



## Meeting Essential Needs

**P**ROGRESS means change. Service is measured by ability to change in direct ratio to the needs of the public served. Today the essential fields of industry are spurred to almost superhuman efforts. The tractor and implement industry is measuring up to the hour. It is the duty and ambition of the Implement & Tractor Trade Journal which represents this industry to continue to keep ahead of the times.

It is the intention to give our subscribers and advertisers more for their money than ever before. The influence of the Implement & Tractor Trade Journal is increasing in proportion to the growth of the great tractor industry because from the very beginning the publication has never lost step.

The record discloses that the Implement & Tractor Trade Journal was the first to recognize the tractor industry by changing its name and incorporating the word "Tractor." During 1916, 1917 and so far during 1918 it has carried more tractor, tractor accessories and general advertising than any other paper in the field.

The Implement & Tractor Trade Journal was the first to break away from the old style trade journal front covers and use art covers in colors. It was the first to bring out a book of tractor data, the Cooperative Tractor Catalog, now internationally recognized and used.

All these changes have simply been the landmarks of continuous progress—progress that means leadership in the tractor publication field. We are proud of our subscribers, of the class of advertisers represented in our columns, for these represent tangible proof of our achievements.

**Implement & Tractor  
Trade Journal**



## HOW SALINA'S TRACTOR-ETTES TOOK TOPEKA

(Continued from page 13)

that is bringing to the tractor some of the publicity that it deserves.

The biggest "stunt" of the "tractor-ettes" was a hike by tractor from Salina to Topeka to attend the Kansas State Fair.

A few days before the fair Miss Fay Fitzpatrick, president of the organization, went to Topeka to tell people that the tractorettes were coming and to lay plans for the forming of a club in that city. She was promised the cooperation of the Y. W. C. A., which offered its gymnasium as housing place for a tractor from which the girls might study mechanical anatomy and internal disorders.

On the afternoon of Tuesday, Sept. 10, about seventeen girls set out from Salina in four big prairie schooners hauled by a Cleveland tractor. They reached Salina Friday night. The schooners were fitted up with electrical appliances and the girls cooked for themselves on the way and camped in the wagons at night. They wore khaki unionalls and "got out and got under" whenever the tractor went wrong.

The trip was full of events that made good newspaper "copy" and every step of their progress was widely advertised. Stops were made at Junction City, Abilene, Manhattan and other points. At each stop the girls made speeches from the tractor and branches of the organization were formed. At Manhattan a reception committee greeted them on the campus of the State Agricultural College and President Jardine made them a speech of welcome.

On one occasion the outfit narrowly escaped being wrecked, and was saved by the presence of mind of Icie Heflen, the 16-year-old girl who was driving the tractor. The tractor brakes failed to work at the top of a steep incline and the train of wagons swerved and began zigzagging back down the hill. Miss Heflen stuck to her post and regained control of the machine, and a bystander caught hold of a somersaulting wagon and balanced it while the girls jumped to safety. They were driven off the boulevards in the vicinity of Camp Funston because Uncle Sam doesn't want his boulevards marred by caterpillar wheels, and were compelled to take a dirt road.

At one time while the outfit was traveling at night, a bolt slipped from the couplings and the tractor operator

suddenly found that she was traveling alone, and that the wagons filled with sleeping girls lay some distance behind. Flippant newspaper reporters watched out for evidences of feminine disagreement and made favorable comments about the attractiveness of the group.

When the party arrived in Topeka it was surrounded with curious crowds and feasted at a Rotary club meeting, at which Governor Capper made an address of welcome and Miss Dorothea Smith made a speech of reply. On Saturday the girls gave a demonstration of tractor operating on the fair grounds, and were one of the centers of interest. The tractorettes had had enough of tractor traveling by that time, and the return trip to Salina Saturday night was made by train.

The girls who made up the party were Louise Gilbert, Helen Weeks, Mildred Van Wormer, Leona Tucker, Icie Heflen, Helen Lill, Genevieve Lill, Jane Behymer, Charlotte Ball, Gertrude Ryden, Bertha Ziegler, Dorothea Smith, Winifred Neptune, Mrs. J. A. Dillinger, all of Salina, and Miss Marie Nusz of Abilene.

The latest reports from Salina were that the Tractor Girls were still going strong. Military instruction has been added to the curriculum now, with Mr. Loughborough, who is a veteran of the Philippine troubles and other active army service, acting as instructor.

## CRAIG HAS SEVERAL NEW FEATURES

(Continued from page 28)

Lubrication System—Pressure feed (30 pounds) to main and connecting rod bearings. Splash for other engine parts. Gears run in oil—ample provision for lubrication of all other moving parts.

Cooling System—Special Modine-Spirax radiator, 25 percent oversize and equipped with largest size moto-meter. Radiator core quickly removable. One piece cast-iron frame and tanks.

Ignition—Berling high tension magneto, with built-in automatic impulse starter.

Governor—Pharo centrifugal oil governor.

Air Cleaner—Bennett.

Transmission—Selective spur gear, two speeds forward, one reverse; all gears Nuttall, forged steel, cut and heat treated.

Final Drive—Through rear axle. Drive gears Nuttall.

Front Axle—Special Craig design, Timken bearings.

Rear Axle—Integral with transmission unit. Shafts 35-45 carbon steel, heat treated; diameter 3 3/4 inches. Each shaft carried on Timken heavy-duty bearings.

Rear Wheels—Craig Pad-Track, 44 by

12 inches, with 2 inch cleats on each pad. Wheel area constantly on the ground, 540 square inches.

Front Wheels—Size 32 by 6 inches. Timken bearings.

Front Spring—Half elliptic, 30 inch, Vanadium steel.

Wheel Base—88 inches.

Total Width of Tractor—78 inches; total length, 129 inches.

Turning Radius—17 feet.

Height of Draw-Bar—13 to 17 inches.

Tread—Rear, 59 inches; front, 52 inches.

Belt-Pulley—11 by 7 1/2 inches; dog-clutch control. Belt speed 2,700 feet per minute. Ample clearance. Pulley idle when not in use.

Bearings—Timken roller, permitting take-up for wear. Twelve bearings in transmission, differential and rear wheels, four in front wheels.

## Loans Increase Wheat Acreage.

Between 300,000 and 400,000 more acres of wheat will be sown in western Kansas because of the Government loans to farmers than would otherwise have been the case, according to reports received by E. C. Johnson, dean of extension in the Kansas State Agricultural College.

County agents, together with representatives of Leon H. Estabrook, in charge of the seed wheat loans in Kansas, have conducted 41 conferences of farmers where seed wheat committees for 20 counties were selected. To date 2,331 applications for loans, amounting to \$621,096, have been received. Already more than \$500,000 worth of loans have been approved by the farm bureau committees and county agents and has been forwarded to Mr. Estabrook. The seed secured will plant a larger acreage of wheat than is planted in any state east of Ohio.

## Open Complaint Bureau.

A "bureau for suggestions and complaint" has been established by the Railroad Administration and will be located at the director general's headquarters in Washington, D. C., to which the public is invited to write, has been announced by Director General McAdoo. This provides an opportunity to aid the rail administrators in eliminating the few but annoying individuals in the employ of the railroads who say, "McAdoo is running things now," "The Government owns the railroads" and "Tell it to McAdoo."

A material increase in silo construction this year in farm bureau counties in spite of the advancing cost of labor and materials is reported to the county agent leader at Manhattan, Kan.



# How Car Builders Meet the Problem of Wear

Nut—valve—engine bearings—steering ball—cone clutch—brake—these and all other important working parts of the modern automobile are designed to allow take-up for wear.

Cars that are the best built and longest lived are the ones that provide some easy take-up wherever wear is likely to affect the adjustment of any working part.

There isn't a working part in the car that's more important than the

bearings, not only because bearing repairs cost money, but because bearing looseness may seriously affect the operation of transmission, gears, and the whole rear-axle mechanism.

That's the reason why, as you know, practically every good car that you see has Timken Bearings in it—because Timken is the one type of bearing that can be restored to perfect working condition by the part turn of a nut or the removal of a shim.

## The Same Principles Apply to the Tractor

Bearings in the tractor are far harder worked than in any other type of automotive vehicle.

Wheels are under a greater strain, transmission has a far harder job, final drive is taxed more heavily.

If the bearings at these points were not provided with some means of take-up, the looseness that develops in any type of bearing would in time affect the operation of the entire machine.

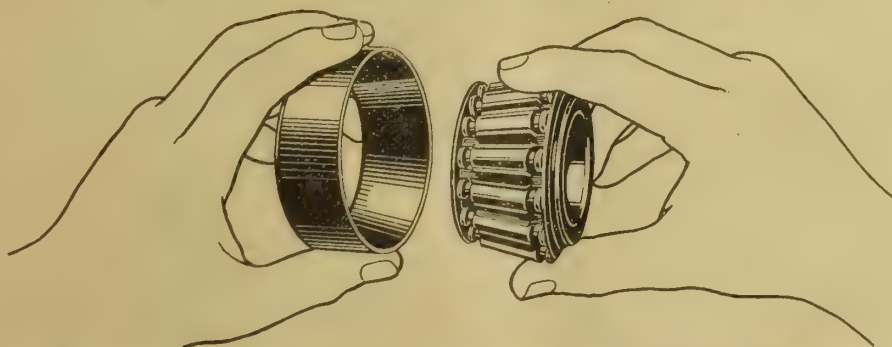
The tractor builder knows that

when he provides easy take-up for wear, he is adding both to the usefulness and life of the tractor, and is giving the buyer a far better product with a greatly reduced cost of upkeep.

That's why so many wise builders are engineering Timken Bearings into their tractors at the most important bearing points. The story of the bearing is told in the free booklet, P-13, "Timken Bearings for the Farm Tractor."

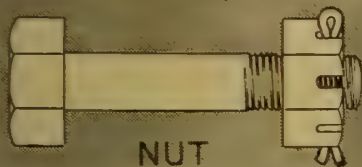
Send for your copy.

THE TIMKEN ROLLER BEARING COMPANY  
Canton, Ohio



# TIMKEN BEARINGS

FOR MOTOR CAR, TRUCK & TRACTOR



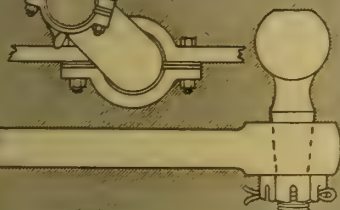
NUT



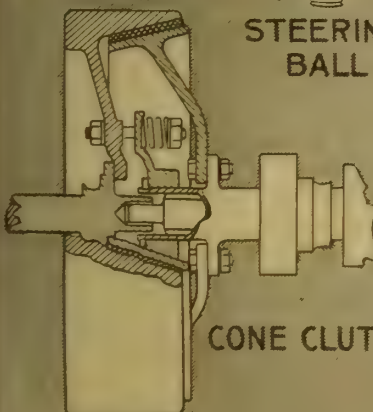
VALVE



CONNECTING ROD AND MAIN SHAFT BEARINGS



STEERING BALL



CONE CLUTCH



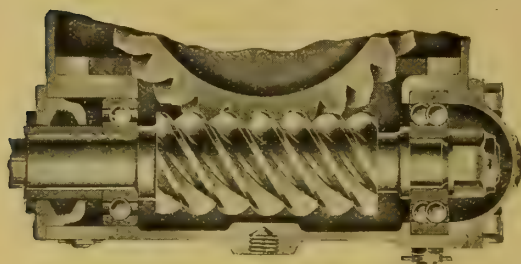
BRAKE



# Tractor Parts and Accessories

## New Type of Ball Bearing

**T**HE Dragon bearing is a new and different type of ball bearing which the Fafnir Bearing Co.,



A WORM SHAFT MOUNTING

New Britain, Conn., has recently begun to manufacture. The Dragon type is a double row ball bearing manufactured in standard single row widths, in each instance containing approximately double the number of

balls in relation to one another. Furthermore, this intersecting of the two rows of balls renders superfluous the use of a ball retainer, since the balls automatically space one another and travel around the race paths with a total absence of spinning.

The Dragon ball bearing is a self-contained unit and does not require a second bearing mounted with its thrust line opposed, in which event the efficiency of the entire installation depends upon the accuracy with which a delicate adjustment is made of the bearings endwise, in order to effect exactly the correct degree of ball contact, involving the elimination of end play without cramping the bearings.

The Dragon bearing is interchangeable with the corresponding standard single row radial bearing, but which, in addition to possessing equal capacity for carrying radial load, will take heavy end thrust load

tion at extremely high speeds of rotation, the Dragon bearing will be found most efficient.

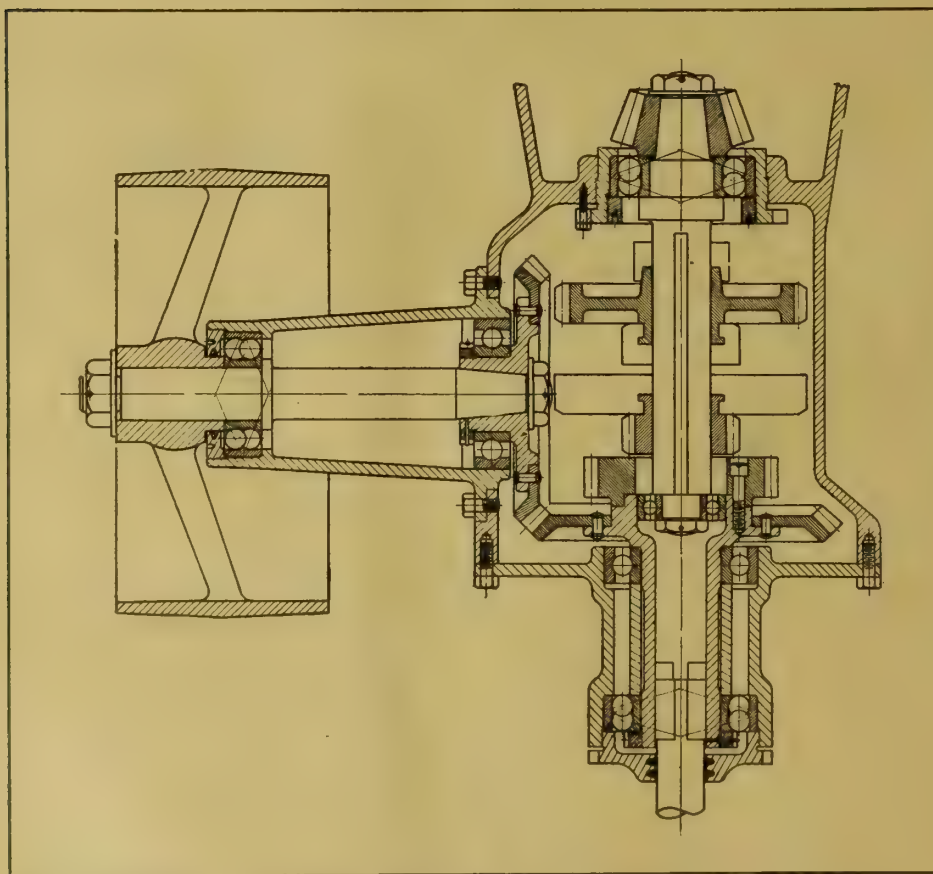
Centrifugal force increases the efficiency of the Dragon type, its manufacturers say, since it causes the balls to be seated more firmly in the outer races, which tends to increase the thrust carrying capacity of the bearing.

An example of an application which



APPLICATION OF DRAGON BEARINGS

is characteristic of the type of installation for which the Dragon ball bearing is useful and efficient is to be had in the accompanying illustration of a worm shaft mounting. Here the Dragon bearing carries the radial load at one end of the shaft and, in addition, takes the heavy thrust load involved in the transmission of power through the gears. Also observe the illustration of a typical tractor transmission, showing Dragon bearings mounted on the main and drive pulley shafts, and back of the pinion. Dragon bearings were patented July 13, 1915.



TYPICAL TRACTOR TRANSMISSION SHOWING BEARINGS MOUNTED ON PULLEY SHAFTS

balls of the corresponding single row bearing. This is made possible by the fact that the two rows of balls are

in either direction. Under conditions of service involving both radial load and heavy thrust load in either direc-

## The Adler Differential

**A**N interesting description of the Adler positive drive differential, made by the Adler Mfg. Co., 2407 Ohio St., Chicago, has been prepared by George J. Thomas, chief engineer of the Duplex Four Wheel Drive Truck Co., Lansing, Mich.

"The Adler has been called a locking differential. This is quite wrong, and to explain it properly I believe the best way is to say that it is a double acting ratchet and pawl drive," writes Mr. Thomas.

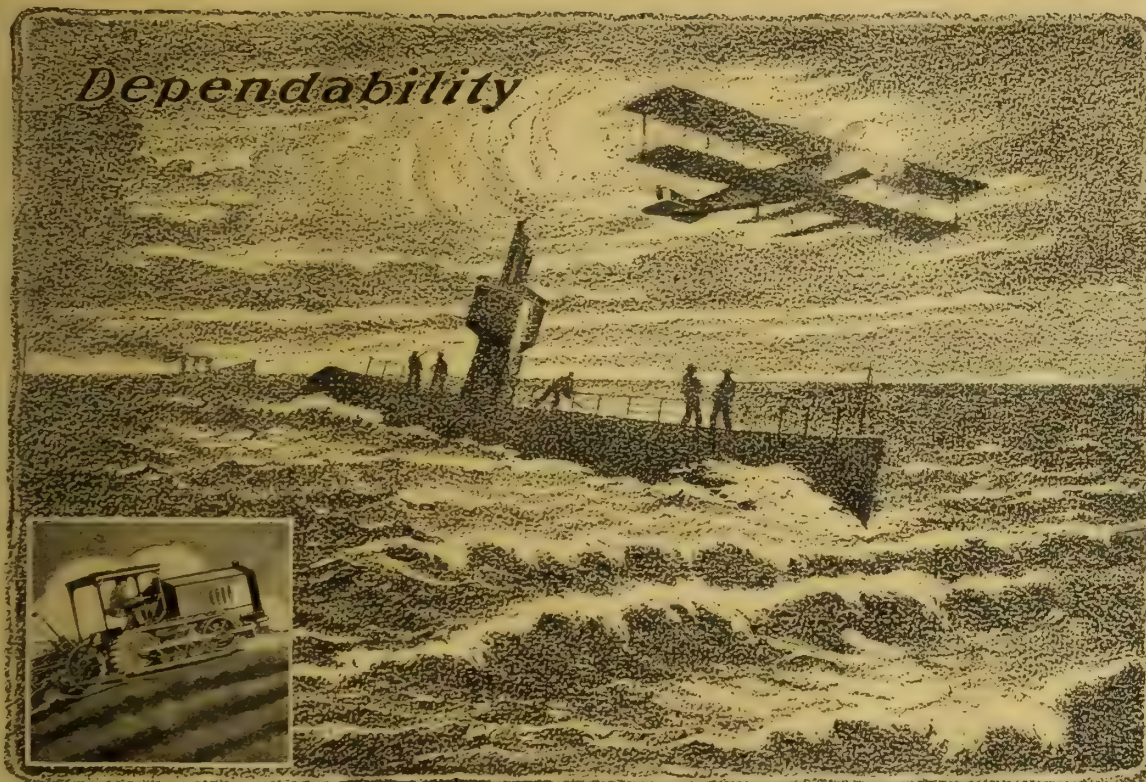
"We will simply describe the operation of one side first. In place of the bevel compensating gear which is used on the inner end of the axle shaft we use a ratchet. This is a steel forging with notches cut in the proper depth and shaped so that the pawl will engage these notches in either direction. In place of the 4-arm spider which ordinarily carries the pinions in a bevel gear type differential we have a disc with a boss on either side of the



# KINGSTON CARBURETORS

RECOGNIZED STANDARD FOR TRACTOR USE

## *Dependability*



**T**HE dependability of every engine—every engine—is the dependability of its carburetor. And in the best tractors, where dependability is an essential, the KINGSTON carburetor is in almost universal use. The dealer who handles KINGSTON equipped carburetors knows that he is selling not only power, but the continued use of power.

He knows that a good engine with a KINGSTON carburetor will prove a good engine day in and day out, in all sorts of conditions, under all sorts of strains.

The KINGSTON is not adapted for the use of tractors—it is *made* for them. It is built with the single eye to its usefulness in the tractor field.

It is found on most of the tractors in America, and it is giving results because it is a *real tractor carburetor*.

Let us tell you why the great tractor manufacturers of America adopted the KINGSTON. Let us explain why you should look for the KINGSTON carburetor on the tractors that you sell.

*Write for the Booklet that Tells*

## Byrne, Kingston & Co. Kokomo, Ind., U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue  
Los Angeles, 501 W. Pico Street; Boston, 15 Jersey Street



center. These bosses are bored out and turned on the outside, leaving about 3-8-inch wall. Then there are three slots milled on each side, equally spaced and which alternate, that is, the slots taking them as a whole, are 60



THE ADLER DIFFERENTIAL

degrees apart, or taking them independently the three on either side are 120 degrees apart.

"The pawls which are driven by this center disc through a lug on the lower side of the pawl, are made exactly alike on each end. The pawls, of which there are three on each side, are assembled on a carrier and spaced 120 degrees apart. There is very little work for the pins which pass through the pawls and hold them in their proper place. None of the driving strain is taken by these pins. Up to this point the mechanism of each wheel has been separate.

"On the inner end of each one of these carriers there are sections removed, in other words, there are three jaws on the inner end of each carrier and this is the only point where the two sides connect. This is done through the center of the driving disc. We allow a certain amount of clearance in the jaws of these two carriers which is very essential. Here is where provision is made for the disengagement of either side when driving other than in a straight line.

"When turning in a circle your power remains applied to the wheel describing the smaller circle—that means the inside wheel. Now, then, this point is where it is generally believed that the differential performs a locking operation. This is not so, it is just the reverse; it unlocks, or disengages the pawl on the side which is describing the largest circle. This is done by the wheel running faster than the driving member in the center of the differential.

"When the ratchet begins to turn faster than the driving member, it simply presses down the ends of the pawls on that side of the differential to a neutral position. The neutral position is taken care of by the clearance

between the jaws of the two carriers and if too much clearance is allowed, the pawls on the free side will take the reverse position, tipping up and stopping the outside wheel from turning faster than the inner wheel.

"It can be seen from the action of this differential that there is absolutely no loss of power due to friction when driving out of a straight line. The question has been brought up, and quite often, too, as to the amount of back lash. There is not any more back lash than would be had with a free working bevel gear differential when new. The back lash never increases."

### Prevents Waste of Gasoline.

The incidental losses in the vending of gasoline are claimed to be eliminated by the use of a visible measure gasoline dispenser.



A SALESMAN IN ITSELF

The accompanying illustration shows the general appearance of the apparatus opened up to show the mechanism. The pump is driven by a Westinghouse 1-4-h.p. motor, entirely enclosed in the base in accordance with the rules of the National Board of Underwriters. The Brady dispenser visibly delivers a full gallon for every gallon ordered. When the wagon delivers gasoline to the garage, the tank gauge shows accurately the full quantity obtained. Every gallon drawn from the tank into the dis-

penser is shown on the tank register, which can be checked with the tank gauge. Thus both the public and the garage owner are protected from loss. Furthermore, the oil companies are enabled to make more rapid deliveries than by measuring cans from wagon to garage tank where the Brady dispenser is installed.

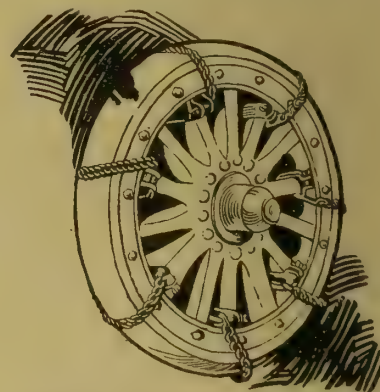
### New Chicago Representative.

Jay E. Chilson, formerly of the H. W. Johns-Manville Co., of Chicago, has been appointed Chicago representative of the L. H. Gilmer Co., Philadelphia, Pa., belt manufacturers. He will look after the requirements of tractor manufacturers and jobbers in Chicago and the adjacent territory, in accordance with the recently adopted jobbers' policy of the company.

### Has Patented Lock-Link

ONE of the most efficient anti-skid chains for solid tires is that made by the Rowe Calk & Chain Co., Plantsville, Conn., and known as the Prest-O-Grip. The chains will not rust and are held to the wheels with rubber-lined clamps which are permanently attached to the spoke.

The distinctive feature of the Prest-O-Grip is the two drop-forged patented lock-links which are guaranteed never to open accidentally and which securely lock the chains to the wheel. The clamps have wing nuts as standard equipment, but hexagon and other types of nuts will be furnished if de-



PREST-O-GRIP CHAINS ATTACHED

sired. The chains are guaranteed to never break at the weld. If a chain should break, the broken part can be quickly detached and the remaining chains' efficiency will not be affected.

A complete Prest-O-Grip unit consists of one clamp, two lock-links and one piece of chain, intended for one spoke. A wheel containing 14 spokes would require seven Prest-O-Grips, a unit for two spokes.





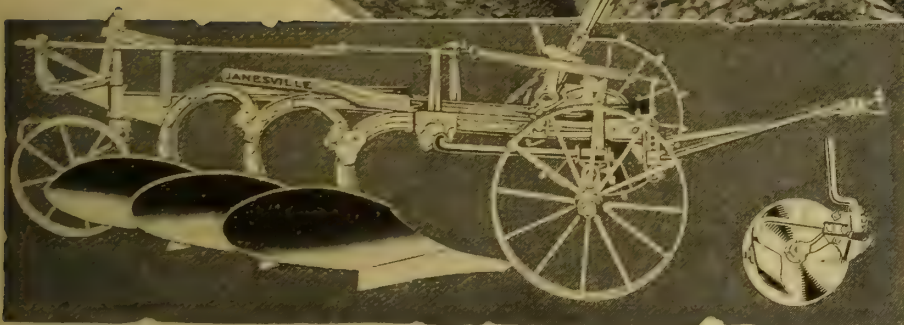
# JANESVILLE

Manufacturers of Farm Implements

## Two-Three Bottom Tractor Plow

The Famous Auger Twist Moldboard which built the Janesville Reputation

Now is the time to make a permanent connection with the Janesville line of Tractor Plows, Horse Plows, Disc and Lever Harrows, Cotton and Corn Planters, Listers, Shovel and Disc Cultivators, Hallock Weeder, Seeders. Stocks at convenient trade centers.



## A Great Work by a Great Plow

USERS of the Janesville Tractor Plow have *pride* in their work. The shape of the famous Janesville moldboard, with its low, easy turn, lays the sod *evenly* and *uniformly*. It adapts itself to any condition of soil. This is due to its extra heavy, flexible frame—its flexible construction throughout which takes the pinch off the points and cutting edges of shares—takes less gas.

**Specifications:** Two-Three 14-inch Bottoms, T. & S., S. & S. Auger Twist and Breaker. Rear bottom may be taken off or put on, making a two or three bottom plow at will. Bottoms adjustable to turn furrows 12, 13 or 14 inches wide; power lift; universal hitch; high lift—both front and rear.

One lever regulates the depth, the other lever regulates the level of the plow. Three-Bottom Plow weighs 1000 lbs. Regularly equipped with rolling coulters, weed hooks and pin break hitch. With the tractor plow outfit the Janesville Budlong Tandem Disc Harrow can be sent.

**JANESVILLE MACHINE COMPANY**

**JANESVILLE, WISCONSIN**

Branch of General Motors Corporation, Detroit, Michigan





## How to Groom the Tractor

### University of Nebraska Issues Rules For Its Winter Care.

Omaha-Council Bluffs, Sept. 27.—Scientific pointers as to how to groom the farm tractor to store it properly for the winter is furnished by the agricultural extension bureau of the University of Nebraska College of Agriculture.

"The high cost of tractors," says the bureau official report just issued, "makes it advisable to store them for the winter with care. The agricultural engineering department of the University of Nebraska makes the following suggestions: Be sure all water is drained from the cooling system and all fuel from the fuel tanks.

"The last time the tractor is run, use heavy oil so as to coat the cylinders and pistons—a little oil might be poured through the priming cocks. This will prevent rusting of the cylinders and pistons.

"Where the exhaust pipe is vertical with the exhaust end up, cover to keep water out.

"Clean grease and dirt off engine and all moving parts, and inspect whole tractor for breakage.

"All new parts should be ordered at once on account of the difficulty in obtaining them. This applies to all machinery."

On account of the scarcity of forage this year the animal husbandry department of the University is advising every farmer to cut up corn fodder. Alfalfa is selling for \$33 a ton and prairie hay for \$27 a ton in the big hay markets. Roughness, the department advises, is going to be one of the big problems, especially in the drouth belt of the state.

The western wheat-head army worm has done considerable damage to spring wheat and oats in the shock at Kimball, Cheyenne and Deuel counties. The state entomologist advises immediate removal of the grain where it is not already threshed, and advises that the ground be disked, as the worms enter the ground for the winter, and disking now will so disturb them that many will die.

Disking now and then again just before the ground freezes will do much to destroy these worms in great quantities. It is also suggested that those farmers who found these worms present in great numbers this summer disk their ground this fall and sow spring instead of fall wheat.

### Farmers Determined to Grow Wheat.

In central and southeastern Nebraska 75 percent of the fall plowing for fall wheat is already done, according to the estimate made by the Burlington crop report. Seeding is well under way in some localities. In some of these sections there is enough moisture in the ground to start the wheat growing. A. E. Tunberg, old time dealer from Hooper, Dodge county, who was in Omaha a few days ago, said that while fall wheat seeding was in progress in his section of the state there was not enough moisture to start it, and that farmers are saying that if it does not start they will disk it over in the spring and put in spring wheat. They are determined to raise wheat, if not fall wheat, then the next best crop, spring wheat.

In southeastern Nebraska where there was some damage to the corn crop the Burlington Railroad Company has compiled figures tending to show that the crop will be better than the 10-year average. In the central part of the state the damage to the corn from heat and drouth ran from 50 to 70 percent, according to this same report.

### Not Many Orders Cancelled.

While here and there orders for certain lines of implements are being cancelled on account of lack of prospect for the demand, this is not a general condi-

tion, and the tendency of the dealer and jobber is to point out to the farmer now that he has a crop to grow next year, and that his plans for that must be large.

James Wallace of the retail firm of Wallace and Giese, Council Bluffs, and secretary of the Mid-west Retail Implement Dealers' Association, says he knows of a number of instances of dealers this fall cancelling orders for grain elevators on account of the shortage of the corn crop. However, in many sections of the state a good crop of corn will be harvested, a fact which is indicated by the demand for cribbing, wagons, and shellers at the present time.

### Gallagher on "Buy Early."

C. E. Gallagher of Coleridge, president of the Mid-west Retail Implement Dealers' Association, believes a campaign should be made to urge farmers to buy their implements early and prepare for the growing of a big crop next year. Mr. Gallagher says this is not a selfish idea, but that it is plain business for the farmer to get his orders in early and assure himself a supply of implements with which to do his work next year. He points out that it will be hard to get some lines, and that the farmer who orders early will not only save himself a lot of grief, but will be helping the situation all along the line, and avoid the danger of famine in some line of implements just when that line may be most needed to get a certain crop out of the way. He believes this should be talked up so that it will sift down to the farmers through various channels, not only through the implement dealers, but through other channels until he realizes that it is really important.

"The point is," said Mr. Gallagher, "are we going to lie down now that the corn crop is not as good as it was expected to be or are we going ahead with the true war spirit to plunge in and prepare to turn out the biggest crop ever next year?"

### Farm Trucks Essential.

Clark G. Powell, secretary of the Omaha Automobile Association, announced last week that the War Industries Board has notified him that selling of motor trucks to the farmers for use in delivering live stock and other farm produce will continue to be permitted as farm trucks used on the farm are considered essential to the winning of the war.

"For some time," said Mr. Powell, "there has been a rule in force that no truck shall be sold by dealers for other uses than those essential to the winning of the war. There has been some question as to whether the sale of trucks to the farmers for their hauling was to be considered essential in this sense."

Recently Mr. Powell telegraphed the War Industries Board asking about this point. The reply read, "We regard sale of trucks to farmers for hauling cattle and produce of essential use, provided farmers actually need trucks for this purpose." This is an important decision for Omaha dealers, as large numbers of trucks have been selling here for this purpose.

### Mid-West Directors Meet.

The directors of the Mid-west Retail Implement Dealers' Association met in



### An Age of Specialization

In all lines of manufacturing, production is far behind demand, particularly in the farm tractor industry where every effort is being made to increase our food supply. Tractor builders are standardizing their product—are taking advantage of specialized tractor units, built outside and supplied to them complete ready for assembly. More and more they are calling upon us for Foote I-X-L Quality Gears and particularly for the complete Foote I-X-L Transmissions. Realizing this trend of affairs we mobilized facilities for quick production and today are supplying a large majority of tractor builders with gears and transmissions. We welcome other tractor manufacturers who can use our specialized resources.

**Foote Brothers Gear & Machine Co., Chicago, Ill.**



## It's A Winner

**H**OW much of your time is spent in telling the same story over and over again to different farmers? What would it be worth to you to save most of that time, see more prospects, and have every prospect at least half sold before you begin to talk to him? That is what our sales promotion campaigns do for you. For instance, when you sell

### Lily or Primrose Cream Separators

you are entitled to campaigns which are planned to bring in to see you practically every separator prospect within a day's drive of your store. Each prospect comes in knowing something about the separator you sell, and interested in it. We supply most of the material used, bear a part of the expense, and help you in various ways to cash in on the result.

With high grade features to recommend them, efficient service to back up those features and the sales campaign to bring them effectively to the attention of every cow-milking farmer on your territory, Lily and Primrose separators are sure money makers.

If you have a **Lily** or **Primrose** contract don't fail to get the sales campaigns. If you have no contract, get one. See the blockman on his next visit or write the branch house about our cream separator sales plan. It's a winner.



**International Harvester Company of America**

(Incorporated)

Chicago

U S A



the auditorium in Omaha Thursday afternoon, Sept. 19, to prepare for the Mid-west convention which will be held at the Hotel Rome in Omaha November 13, 14 and 15. A strong program was tentatively prepared, in which the patriotic note and the war problems will predominate. Alex Tunberg of Hooper was appointed chairman of the membership committee, Ed Lehmkuhl of Wahoo chairman of the reception committee, and A. E. Hansen of Upland chairman of the question box.

The following were appointed delegates from the Mid-west Association, to attend the convention of the National Federation of Implement Associations at Chicago, October 8, 9, 10: C. E. Gallagher, Coleridge, Neb., president of the Mid-west Retail Implement Dealers' Association; James Wallace of Council Bluffs, Ia., secretary of the Mid-west; O. A. Rystrom, Stromsburg, Neb.; A. E. Tunberg, Hooper, Neb.; G. H. Mundt, Glidden, Ia., and P. B. Laird, Tabor, Ia.

### Wallace on Chicago Program.

James Wallace of Council Bluffs, secretary of the Mid-west Retail Implement Dealers' Association, is booked to appear on the program of the conference of the National Association of Retail Implement Secretaries in Chicago, October 7. He is booked for "Convention Reports."

E. B. Waitley has taken a position with the Nebraska & Iowa Steel Tank Co., and will travel the Iowa territory.

The Nebraska & Iowa Steel Tank Company is heavily laden with war or-

ders at this time, and is working the plant to its capacity.

The Fairbanks-Morse company now has a total of 1,060 stars in its latest service flag, with six golden stars representing men who have fallen in action.

G. M. Durkee, manager of the Parlin & Orendorff Plow Co., has done a lot of work during the past week organizing his end of the committee work for the fourth Liberty Loan drive in Omaha.

F. V. Roy, manager of Fairbanks-Morse and Co., spent a few days in the southwestern part of the state last week where he shot a few prairie chickens, saw a few dealers, and viewed some of the finest crops to be found anywhere in the country. Mr. Roy is very enthusiastic over the Nebraska crops in the counties on the Colorado line and also the border counties in Colorado.

### Intelligence of Potato Bugs.

On a certain evening last autumn a group of farmers sat around the stove in the general store and joined in a general and heartfelt complaint about the ravages of the potato bugs.

"The pests ate my whole potato crop in two weeks," said one farmer.

"They ate my crop in two days," said a second farmer, "and then they roosted on the trees to see if I'd plant more."

A salesman who was traveling for a seed house cleared his throat: "That's remarkable," he said, "but let me tell you what I saw in a town store. I saw a couple of potato bugs examining the books about a week before planting time to see who had bought seed."—Successful Farming.

### Just a Brief Note.

"I fear that Bobby does not really care for me."

"Why, you got a letter today, girlie!"

"Yes; but he only wrote eighteen pages."—London Answers.



## Cannon Oilers

are absolutely under the control of the user.

Be sure you are selling the

## CANNON OILER

None genuine without this name stamped on side of can. Do not be deceived by cheap oilers made to resemble the CANNON.

Manufactured by

### The Cannon Oiler Co.

Successor R. E. BLOOMER,  
Keltsburg, Ill., U. S. A.  
Mfr's. The Original and Genuine  
"Cannon Oilers"

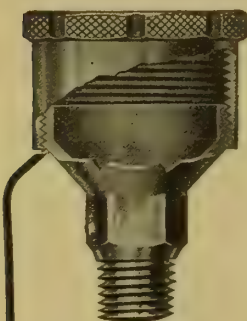


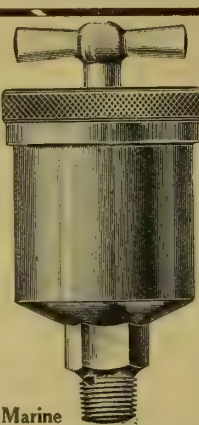
Fig. 200—PLAIN

## EMPRESS

Brass and Steel Grease and Oil Cups

BUILT FOR SERVICE

Catalog V Upon Request



Marine

## BOWEN PRODUCTS CORPORATION

Successors to Bowen Mfg. Co.

Auburn Division, AUBURN, N. Y.



## BUCKEYE

ELECTRIC

## House Pump

For Suburban and City Residences

Automatically Controlled  
Noiseless in Operation  
Efficient

Equipped with Hyatt Roller Bearings. Internal Gear and Main Shaft are automatically oiled. Rubber Faced Valves. Repulsion Induction Type Motor, especially designed for this class of work. Capacity 180 gallons per hour. Write for bulletin and prices today.

Manufactured by

Mast, Foos & Co., Springfield, Ohio

Box E-10

## The Governments Come To Us For Tractor Data

When foreign governments wanted to obtain complete information about American Farm Tractors three years ago, they wrote for copies of the Cooperative Tractor Catalog. Each succeeding year has seen these requests multiply.

The large export interests likewise are depending upon us for tractor data. The engineers interested in standardization, the factory officials, the designers, the salesmen are actually demanding continuation of this service.

The largest tractor and farm machinery companies equip every road man with a copy.

The United States consuls all over the world have called upon us for Cooperative Tractor Catalogs.

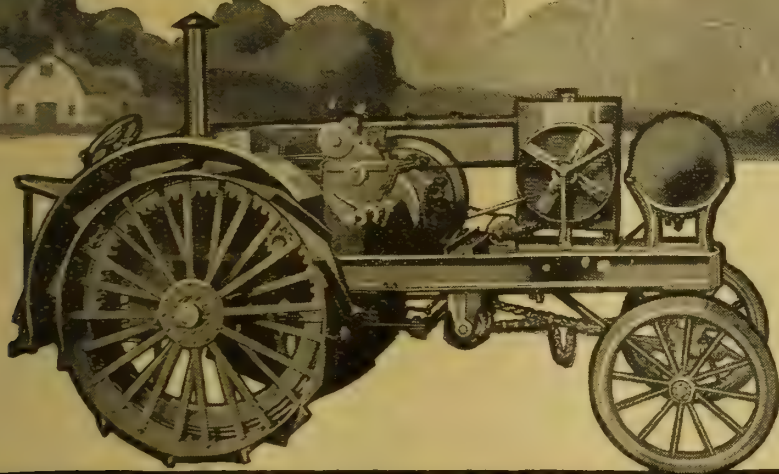
And in the retail end, every live farm equipment dealer and jobber uses this complete service.

## Implement & Tractor Trade Journal



# Waterloo Boy

## The Great Fuel Economizer



### LEADER IN TRACTOR SALES ON ITS LOW COST EFFICIENCY RECORDS

Waterloo Boy—the original kerosene-burning tractor—is a sales success everywhere because it has been a field success everywhere for over four years.

Waterloo Boy tests have proved the correctness of principle and construction which has made this tractor preferred and indispensable to thousands of farmer-users.

Not only does the Waterloo Boy burn kerosene efficiently—but it transmits it into tangible, ample power for every farm-power job, all the way from plowing to harvesting—at minimum operating cost.

#### A Demonstrated "Business-Maker" and "Business-Keeper"

Satisfactory service which every user gets from his Waterloo Boy increases the market for this powerful tractor. From North to South and Coast to Coast—in every variety of soil conditions—Waterloo Boys are increasing dealers' business by their ability to surmount crop-growing power difficulties.

Trouble-proof, accessible construction characterizes its 12-25 H. P. engine. Dust-proof gears and bearings, Automatic oiling system, Hyatt Roller Bearings through—these are some details that make the Waterloo Boy a success in the hands of both farmers and dealers.

Our wide-spread national advertising, complete distributing facilities, and satisfactory dealer commissions are valuable features to those handling the Waterloo Boy.

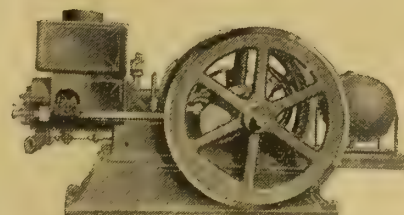
Write today for terms and illustrated catalog.

**WATERLOO GASOLINE ENGINE COMPANY**

Waterloo, Iowa

Factory Owned and Operated by John Deere

**No Waste  
Full Power  
from  
Every Drop**



**WATERLOO BOY KEROSENE ENGINE**

The gold medal winner at numerous Competitive International Expositions. Over 25,000 manufactured and sold in a single year. Twenty-three years the recognized leader in reliable, economical power. Built in sizes from 2 to 14 H. P. Illustrated Catalog on request. Write for it.



## Thomas Drills



Thomas Drill for Tractor Use.

Now that your farmer customers are preparing the ground and sowing the seeds that will contribute toward making the 1919 crops produce an abundant harvest, they are more critical than ever before in choosing the implements that will best do the work.

Thomas grain drills invite the most severe inspection. They do the most efficient work. Farmers quickly see the merit of a Thomas drill.

The disks and boots of a Thomas drill make a wide furrow for the seeds to stool out and grow.

Thomas disk bearings are constructed with an oil chamber which makes oiling necessary only once or twice a season.

The Thomas line of drills is complete. When equipped with a tractor hitch they are particularly suited for use with any standard light tractor.

The frame of a Thomas drill is of exceptionally heavy construction. This assures durability and sufficient strength to endure hard tractor usage.

The nearest branch is prepared to tell you more about the attractive Thomas line. Write them today.

Manufactured by

**The Thomas Mfg. Co.**  
Springfield, Ohio

For

**Oliver Chilled Plow Works**  
Plowmakers for the World

Kansas City, Mo. Omaha, Neb.  
Dallas, Texas

### KANSAS CITY



## Plant Big Wheat Acreage

### The Fall Seeding Is Practically Completed in This Territory.

Kansas City, Mo., Sept. 28.—An unusually heavy acreage of wheat went into the ground under excellent conditions in this territory. The acreage that would be planted was indicated by the large orders for drills. The big drill orders came from eastern Kansas and from western Missouri where they are usually light.

The fall seeding is practically completed. All of the important crops are safe from damage by frost. The distributors have devoted the past week to the making of the 1919 contracts. Business, other than drill orders, has been rather light of late.

### Attended the Greeley Demonstration.

Ernest R. Ware, assistant manager for the Oliver Chilled Plow Works, and M. R. Voorhees, manager for the Advance-Rumely Thresher Co., have returned from Greeley, Col., where they attended a local tractor demonstration staged by dealers in that section. Twenty-two machines were demonstrated. The demonstration had a good attendance and much interest was shown by those who did attend. Farmers in that section are in their busy season.

### Host to Western Board at Luncheon.

M. J. Healey, manager of the John Deere Plow Co., was host to the members of the board of directors of the Western Retail Implement, Vehicle and Hardware Dealers' Association at a luncheon Tuesday at the Hotel Muehlebach. Members of the board present: G. H. Brett, Ponca City, Okla.; W. E. Haynes, Emporia, Kan.; E. C. Hood, Pittsburg, Kan.; W. T. Osborn, Gallatin, Mo.; M. M. Smith, Clay Center, Kan.; A. A. Doerr, Larned, Kan.; O. H. Young, Elk City, Okla.; F. S. Cunningham, Norborne, Mo., and C. O. Hitchcock, Hutchinson, Kan. Others in attendance at the luncheon included James Patrick Smith, manager for the Rock Island Implement Co., and Edwin Downes, manager for the Parlin & Orendorff Plow Co.

### Joins Stowe Sales Force.

J. D. R. Miller has been added to the sales force of the Stowe Supply Co. Mr. Miller for more than two years was a traveler for the John Deere Plow Co. For Stowe he will travel the Kansas City suburban section.

Mr. Miller succeeds G. E. Perry, who has been brought into the general office to be connected with the sales organization there. Mr. Miller traveled the territory for more than a year.

### International Men in the City.

A number of representatives of the International Harvester Co. were in the city this past week. Charles Haney, manager of foreign sales, was here from Chicago. T. E. Donovan, Parsons, Kan., manager, C. E. Haney, Lincoln, Neb., manager, W. E. Flynn, Council Bluffs, Ia., manager, and Charles Arrighi, assist-

ant manager at Topeka, passed through the city.

### A Letter from Brand Whitlock.

F. A. Jackson, manager for the Massey-Harris Harvester Co., is a personal friend of Brand Whitlock. When it was planned last winter to hold the annual dinner of the Kansas City Implement, Vehicle and Hardware Club, Mr. Jackson made an effort to obtain Mr. Whitlock as the speaker, not knowing that Mr. Whitlock had returned to France.

Mr. Jackson recently received a reply to his letter. The letter had been sent through the same channels that state documents travel. It had been written in Havre, France, brought to the United States on a convoyed vessel, sent to Washington and mailed there.

R. W. Butters, district manager for the Challenge Co., has returned from a vacation at Colorado Springs.

E. J. Anderson, manager for Avery Co., motored to Hutchinson last week to attend the Kansas State Fair and went from there to Oklahoma City to attend the fair at that place.

Guy H. Hall, secretary of the Kansas City Tractor Club, has returned from a trip to Chicago, where he attended the Automotive and Accessory Pier Show.

Dealers and buyers in the city this past week included: S. E. Jerard, Belton, Mo.; Mr. Creel, W. E. Thomas Lumber Co., Wakenda, Mo.; Mr. Kennedy, Kennedy Implement Co., Broken Arrow, Okla.; Harry King, Zarah, Kan.; Mr. Stewart, Stewart Bros., Medford, Okla.; Mr. Plattner, Plattner & Tenner, Grand Pass, Mo.; Mr. Sheldon, Fontana, Kan.; Mr. Funk, Albany Hardware Co., Albany, Mo.; Mr. Walraven, Ewing & Walraven, Oak Grove, Mo.; George Boyd, St. Marys, Kan., and Mr. Allen, Allen & George, Odessa, Mo.

### Day and Night.

A motorist, touring in a western state, got stalled in a tenacious mudhole.

While making a vain attempt to escape, a boy appeared with a team of horses.

"Haul you out, mister?"

"How much do you want?"

After a long and fruitless argument the motorist was pulled to dry land.

After handing over the money the tourist said:

"Do you haul many cars out in a day?"

"I have pulled out twelve today."

"Do you work nights, too?"

"Yes, at night I haul water for the mudhole."—Implement and Vehicle Record.

### Put It Out.

Sergeant: "Now, then, how many times do you chaps want telling to put that light out?"

Voices from Tent: "It ain't a light, sergeant; it's the moon."

Sergeant: "I don't care what it is; put out!—Harvester World.

"I wonder where that candidate stands."

"Doesn't seem to stand anywhere. Keeps running around in circles."—Kansas City Journal.



**DE LAVAL CREAM SEPARATORS**

**R.E. COLBY FARM IMPLEMENTS**

**SOONER OR LATER YOU WILL BUY A DE LAVAL R.E. COLBY**

**R.E. COLBY DE LAVAL CREAM SEPARATOR**

**FARM PAPER ADVERTISING**

**LOCAL NEWSPAPER ADVERTISING**

**WE USE THE DE LAVAL Cream Separator**

**FOLLOW-UP FOLDERS**

**THE NEW DE LAVAL**

# FARMERS KNOW

That these signs point the way to the one place where they will be sure to get cream separator satisfaction.

## WHY NOT HAVE THEM POINTING TO YOUR STORE?

There is no better time than right now to send in your application for a De Laval contract.

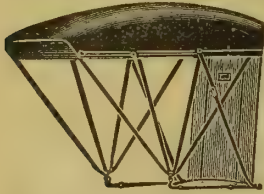
**THE DE LAVAL SEPARATOR CO.**  
 165 Broadway, New York  
 29 E. Madison Street, Chicago      61 Beale Street, San Francisco



### "A Gasoline Vacation."

There was a man who fancied that,  
By driving good and fast,  
He'd get his car across the track  
Before the train came past;  
He'd miss the engine by an inch,  
And make the train hands sore.  
There was a man who fancied this;  
There isn't any more.

—Railway Conductor.



### BUGGY TOPS

And Vehicle Tops  
of all Kinds  
Quality and Workman-  
ship the Very Best  
Ask for Catalog No. 22  
Bayles Vehicle Top  
And  
Trimming Co.  
Kansas City, Missouri

**LEWIS VALVES**  
**CAN'T BE BEAT**  
**The Lewis Steel Products Company**  
4080 Detroit Ave.  
**TOLEDO OHIO**

**ASBESTOS  
BRAKE  
LINING**  
Trade Mark, Reg. U. S. Pat. Office  
Equal to any tractor duty; be-  
cause it is better made in the  
best equipped brake-lining fac-  
tory in America.  
We can make any width up to 6 ins.  
**STAYBESTOS MFG. CO.**  
5549 Lena St. Philadelphia

**MYERS CUSHION TIRE  
STORE LADDERS**  
Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and  
Progressiveness—  
There is a place for the Myers Noiseless Cushion  
Tire Store Ladder for its permits every inch of  
wall space being utilized for shelving or storage  
bins—It brings the top-most shelf within safe,  
easy, quick reach of clerks and stock-keepers—  
It saves unlimited time and gives your custom-  
ers better service.  
Neat and nicely finished—Strong and re-  
liable—Wide tread steps, rubber tires  
on trolleys and floor travelers—Light  
running and noiseless—For retail or  
wholesale houses, manufacturing and  
storage plants.  
Colored Circular and prices on request.  
**F. E. MYERS & BRO.**  
**ASHLAND OHIO.**



## Machinery Saves the Day

### In Spite of Labor Shortage More Farm Work is Done Than Ever.

Minneapolis, Minn., Sept. 26.—Cold and rainy weather has prevailed lately, with the result of stopping farm work. There is no question that fall work is being done on northwestern farms to a greater extent than ever before, and not only is it being done now, but the indications point to its continuance as long as the frost will allow. Tractors, engine plows and equipment are going out constantly in good quantities for immediate use. The scarcity of farm labor is keen, but the rapid handling of the harvest work shows that it is being overcome to a considerable extent by the greater use of machinery.

North Dakota was sadly behind in its threshing and only a short time ago sent out word that 1,000 men were urgently needed or there would be a serious loss to the grain crops. Just lately the word comes that between the men which were sent and the use of machinery on a greater scale, the most urgent work has been accomplished. This does not mean that the work is not being handicapped, but it does mean that machinery is being utilized to a greater extent than ever before and it serves to offset the need of men to a considerable extent.

### Grain Embargo Removed.

The embargo on moving grain to the Minneapolis terminals was speedily removed, only to be followed by a general regulation affecting all terminals. This calls for a permit when shipping to any terminal, and will probably work more flexibly than the former plan. The embargo was removed after only a day or so, and a rush was made to clear up the congestion. In a way the placing of the embargo shows that the rail authorities were not wholly familiar with local conditions. There was an accumulation of some 5,700 cars in the Minneapolis yards, but in former years as high as 15,000 cars have accumulated, and have been worked off after a little delay, and without resorting to embargoes.

### Collections Begin to Come In.

Collections have hardly begun to show up in any degree as yet, although a few early ones are coming in. As farm products have been marketed early, and the money returned to the growers, there should be a quick response to the paper due Oct. 1 and Nov. 1 from the retail trade generally. Collection departments anticipate a freer payment of accounts than usual because of the way the grain

has moved to market so generally.

Car conditions in this field are fairly satisfactory on the whole. There is no serious complaint to make about the supply of cars either in this territory or at the factories.

### Killed in Automobile Accident.

A shocking automobile accident occurred last week, which resulted in the death of Mrs. Woodward, wife of Charles E. Woodward, assistant manager of Lindsay Bros. Co., Minneapolis. Mr. and Mrs. Woodward with a party of friends were driving along Blaisdell avenue, Minneapolis, when a machine suddenly swerved immediately in their path. To avoid a collision, Mr. Woodward turned sharply to one side. His machine skidded and turned over. Mrs. Woodward was caught by the falling machine and crushed so that death followed within two hours. She was hastily taken to the hospital but death ensued without her regaining consciousness. None of the others in the car, five in number, was hurt. Mrs. Woodward was the daughter of William Robertson, for many years associated with Lindsay Bros. She leaves a family of four children, from twelve years to two years in age. She was a brilliant woman, active in church and club work, and highly esteemed by all who knew her.

### Grain Penalty Lifted.

The complaints made by Minneapolis grain interests over the penalty of 2½ cents on grain shipped from Southern

**"The Chain of Double Life"**  
**Union Steel Rivetless Chains**  
THE TROUBLE-PROOF and DUR-  
ABLE Tractor Chains with the large  
CASE HARDENED Steel Bearings.  
Roller Chains, Bushing Chains,  
Plain Cast, Chilled Rim or Cut-Tooth  
Sprockets. Prompt deliveries.  
**The Union Chain & Mfg. Co.**  
**SEVILLE, OHIO**

**THE SELF-OILING WINDMILL**  
has become so popular in its first three years that  
thousands have been called for to replace, on their  
old towers, other makes of mills, and to replace, at  
small cost, the gearing of the earlier  
Aermotors, making them self-oil-  
ing. Its enclosed motor  
keeps in the oil and  
keeps out dust and  
rain. The Splash Oiling  
System constantly  
floods every bearing with oil, pre-  
venting wear and enabling the  
mill to pump in the lightest breeze.  
The oil supply is renewed once a year.  
Double Gears are used, each carrying half the load.  
War greatly increases the demand for this cheap  
labor and inexpensive laborer, who is on the job  
night, day and Sunday. Board costs nothing.  
We make Gasoline Engines, Pumps, Tanks,  
Water Supply Goods and Steel Frame Saws.  
**Write AERMOTOR CO., 2500 Twelfth St., Chicago**

**OUR HOBBY**  
**QUICK SHIPMENTS**

**Our Boys "Over There"**  
deserve 100% patriotic support on the 4th  
Liberty Loan.

*Let's give it to them!*

**STOWE**  
**KANSAS CITY**



Minnesota and South Dakota have been followed by word from Washington that the penalty would be removed and the proportions returned to the relation existing prior to the general freight advance of June 25. This is satisfactory to local interests and will result in saving the local markets from undue competition in its own field because of the penalty which had been added.

W. C. Sanders, sales manager for the Parlin & Orendorff Plow Co., Canton, Ill., was a visitor at the local branch house last week.

J. W. Thomas, of the Deere & Webber Co., attended the North Wisconsin state fair at Chippewa Falls, last week. John S. Molstad, of the same house, attended the state fair at Huron, S. D., recently held.

The expected activity on the Mississippi river this summer of freight handled in barges was held up by inability to secure satisfactory tugs with which to handle them. The river was quite low, and this was a further handicap. Tugs to meet the situation are being built and it is expected that 1919 will see a revival of freight traffic on the river.

Salesmen for the state prison twine and farm machinery plants held a conference last week at Stillwater. It was announced that already all the available machinery made last season was sold. With the difficulties in getting sufficient raw material for twine, the question is how much is it safe to sell. No increase in the machinery output is anticipated for the same reason.

## AMONG THE DEALERS

### Arkansas.

Stuttgart.—Harry E. Bovay, implement and vehicle dealer, will erect a building 100x140 ft.

### Colorado.

Longmont.—Motor Implement Co. of Denver purchased the Adams-Kiteley Bldg. and will open a branch house with a stock of machinery. This company is incorporated with a capital of \$100,000. Ed Peterson is president and general manager and A. R. Mueller secretary and treasurer.

### Iowa.

Sheldon.—DeHaan and Schut have purchased the Sheldon Machinery Co., which was formerly the DeMott Implement Co.

### Kansas.

Muscotah.—A. E. and A. G. Preston have moved to a new location. Catalogs requested on heavy farm implements, gasoline engines, cream separators and washing machines.

### Minnesota.

Pillager.—Pillager Implement Co. has re-engaged in the implement and vehicle business.

Ulen.—Ulen Hardware and Implement Co. purchased the implement stock of Skrien & Reiersgord but the latter firm will continue its hardware and harness business.

### Missouri.

Caruthersville.—Mand Motor and Implement Co. has been incorporated with a capital of \$5,000 by John Miele, Fred Wachtel and C. D. Robinson.

Hamilton.—H. D. Skinner Implement Co. purchased the coal business of Claude McBrayer and moved its stock of implements and vehicles to the McBrayer Bldg.

Bear Creek.—Price Bros. purchased the implement and hardware business of A. Rickman and Son. Catalogs requested.

### Nebraska.

Breslau.—Breslau Cash Hardware Co. requests catalogs on implements and hardware.

Eagle.—Hudson and Trimble succeeded Oscar Anderson in the implement and hardware business.

### Texas.

Greenville.—Armestead and Ende, implement and hardware dealers, and Mitchell and Harris, hardware dealers, have consolidated their business interests, with a capital of \$35,000.

Garland.—White and Ward, implement and vehicle dealers, have leased the Odd Fellows' Bldg. and will move soon to their new location.

### Real Dependents.

Recruiting Officer—How about joining the colors? Have you anyone dependent on you?

Motorist—Have I? There are two garage owners, six mechanics, four tire dealers and every gasoline agent within a radius of 125 miles.—Judge.

## It is your duty, as well as ours, to conserve paper, because—

The Government's requirements for all kinds of paper are increasing rapidly and must be supplied.

Paper making requires a large amount of fuel which is essential for war purposes. A pound of paper wasted represents from one to three pounds of coal wasted.

Paper contains valuable chemicals necessary for war purposes. Economy in the use of paper will release a large quantity of these materials for making ammunition or poisonous gas.

Paper making requires transportation space. Economy in the use of paper will release thousands of freight cars for war purposes.

Paper making requires labor and capital, both of which are needed in war service.

Greater care in the purchase and use of paper will save money. Your savings will help finance the war.

Strictest economy in the use of paper will prevent a shortage.

In every sheet of paper that is made there is a certain amount of sulphur.

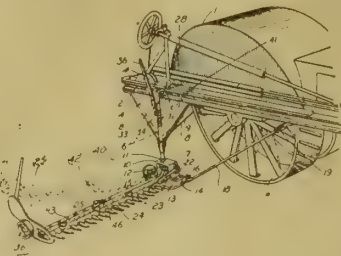
There is not enough sulphur available to make all of the gas we want in carrying on our fighting against the inhuman Huns and to also make the usual amount of paper.

The more of this powerful gas we have at the battle front the more of our boys' lives we save and the quicker we will win the final victory.

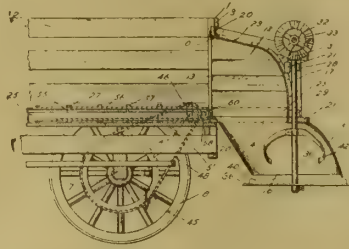


# Implement and Tractor Patents Issued August 13, 1918

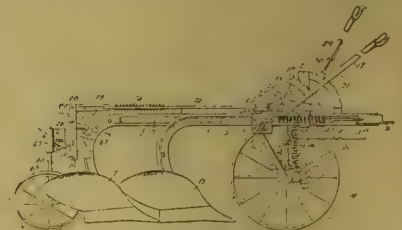
1,275,599. MOWING-MACHINE. ANDREW H. REED, Kansas City, Mo., assignor of one-half to H. Sahler, Kansas City, Mo. Filed Apr. 11, 1917. Serial No. 161,155. (Cl. 56—33.)



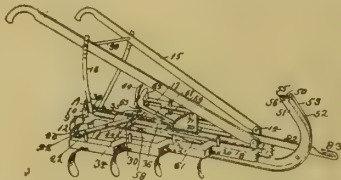
1,275,332. FERTILIZER-DISTRIBUTING MECHANISM. HALBERT C. WALLACE, Kansas City, Mo. Filed Nov. 6, 1916. Serial No. 129,705. (Cl. 275—3.)



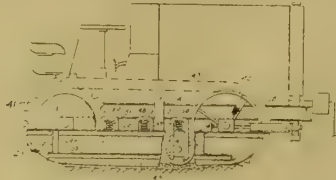
1,275,209. PLOW. JOHN C. BOHMKER and JOHN GEIST-WHITE, Kankakee, Ill., assignors to Sears, Roebuck and Company, Chicago, Ill., a Corporation of New York. Filed Aug. 2, 1917. Serial No. 184,074. (Cl. 97—36.)



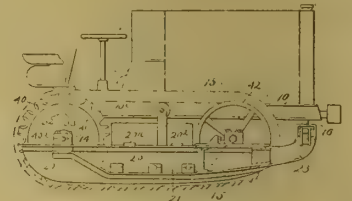
1,275,588. CULTIVATOR. FREDERICK H. MYERS, Barberton, Ohio. Filed Apr. 24, 1917. Serial No. 164,149. (Cl. 97—10.)



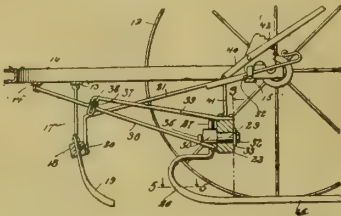
1,275,343. TRACTOR-FRAME. ROLLIN H. WHITE, Cleveland, Ohio, assignor to The Cleveland Tractor Company, Euclid, Ohio, a Corporation of Ohio. Filed Oct. 29, 1917. Serial No. 198,936. (Cl. 21—150.)



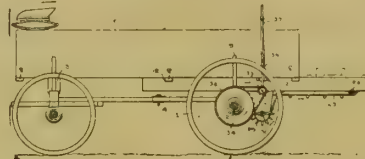
1,275,344. TRACK-LAYING TRACTOR. ROLLIN H. WHITE, Cleveland Heights, Ohio, assignor to The Cleveland Tractor Company, Euclid, Ohio, a Corporation of Ohio. Filed Jan. 28, 1918. Serial No. 214,189. (Cl. 180—9.)



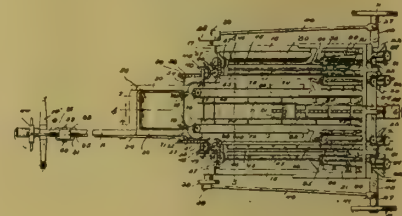
1,275,356. CULTIVATOR. THOMAS T. ANDERSON, Belmont, Ill. Filed Aug. 19, 1915. Serial No. 46,272. (Cl. 97—34.)



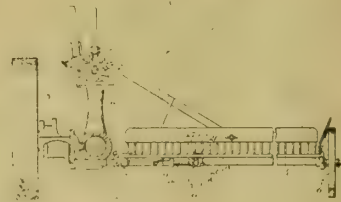
1,275,683. MANURE-DISTRIBUTER. ROBERT H. HAWKINS, Crocker, Mo. Filed Feb. 8, 1918. Serial No. 216,014. (Cl. 275—2.)



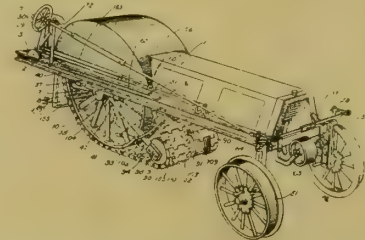
1,275,551. CORN PICKING AND HUSKING MACHINE. HENRY GODBERSEN, Charter Oak, Iowa, assignor to Corn Huskers Investment Co., Ute, Iowa, a Corporation of Iowa. Filed July 11, 1916. Serial No. 108,634. (Cl. 56—113.)



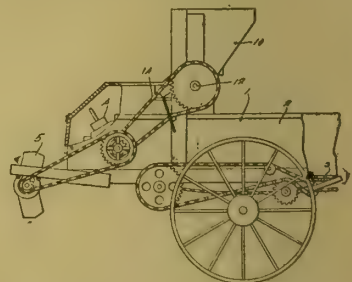
1,275,680. PLATFORM-LATCH FOR REAPERS. LUD HOLLAND-LETZ, Oak Park, Ill., assignor to International Harvester Company of New Jersey, a Corporation of New Jersey. Filed Mar. 22, 1916. Serial No. 85,909. (Cl. 56—33.)



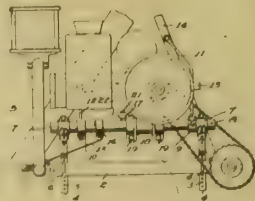
1,275,600. TRACTOR. ANDREW H. REED, Kansas City, Mo., assignor of one-half to H. Sahler, Kansas City, Mo. Filed Apr. 11, 1917. Serial No. 161,156. (Cl. 180—9.)



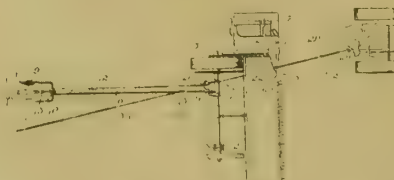
1,275,736. FERTILIZER CHEMICAL AND COMPOSITE DISTRIBUTER. HURDIE B. PICKETT and FREDERICK A. PICKETT, Baltimore, Md. Filed Nov. 15, 1915. Serial No. 61,575. (Cl. 275—3.)



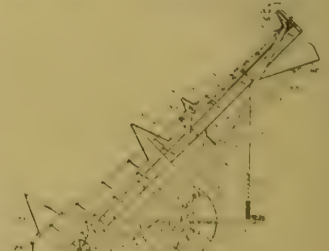
1,275,699. ATTACHMENT FOR BINDERS. WALTER F. KASPER, Fairmont, Minn., assignor to Fairmont Gas Engine & Railway Motor Car Co., Fairmont, Minn., a Corporation. Filed Aug. 18, 1916. Serial No. 115,701. (Cl. 248—30.)



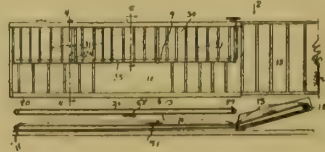
1,275,761. TRACTOR-HITCH. FRANK A. RYHER, Chicago, Ill., assignor to International Harvester Company of New Jersey, a Corporation of New Jersey. Filed Jan. 31, 1916. Serial No. 75,202. (Cl. 56—33.)



1,275,722. HAY-LOADER. EDWARD MOWRY, Sterling, Ill., assignor to International Harvester Company of New Jersey, a Corporation of New Jersey. Filed Dec. 29, 1915. Serial No. 69,144. (Cl. 56—64.)



1,275,639. FEED DEVICE FOR HARVESTING-MACHINES AND THE LIKE. ELMER C. WOODWARD, Hatton, Wash. Filed Nov. 11, 1916. Serial No. 130,881. Renewed June 17, 1918. Serial No. 240,564. (Cl. 56—89.)





# ANSWERS

## This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### A-7 and A-8 for Sheller.

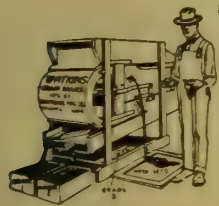
WINZER BROS., Troy, Kan.: A-7 is plate wheel pinion and A-8 drive pinion on sheller made by Geo. W. Brown & Co., now out of business. Also A-7 is small gear and A-8 is large gear for sheller made by the U. S. Wind Engine & Pump Co., Batavia, Ill.

### M 5 and M 8 for Washing Machine.

DIESEN & DYCK, Halstead, Kan.: Your order for M-5 and M-8 pinion and spocket for Sandy McManus power washing machine has been sent to the Interstate Engine & Tractor Co. for filling.

### No. 70 for Asherst Shoe Drill.

I. W. BEAL, Moline, Kan.: Your order for one No. 70 Asherst shoe drill (a runner stand) has been sent to the St. Joseph Plow Co., St. Joseph, Mo.



## Watkins Grain Grader

Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

### Large Capacity

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

### Made in Two Sizes

Dealers Write for Exclusive Agency

**Watkins Mfg. Co.** 242 South Wichita St. WICHITA, KANS.

## RUSTICENE

Trade-Mark Reg. U. S. Pat. Off. Wash.

### LOOSENS

### METAL JOINTS

Bolts, nuts, pins, thumb-screws, spring-clips, knuckles, shaft-bearings and turn-buckles are readily released following the application of a few drops of RUSTICENE from an oiling can.

Free from acids or alkali; will not injure metal, rubber, wood, leather or fabrics; dissolves rust, verdigris, red or white lead, ammonia scale, paint, tar or grease.

### A Farm NECESSITY!

### Works Instantly!

(Non-Inflammable)

THIS IS THE BIGGEST OPPORTUNITY FOR RETAIL DEALERS TO MAKE QUICK, CLEAN PROFITS. Rusticene enables farmers to keep implements and tractors in good condition without "expert" help.

Gramoline Co., Ltd.,  
11 So. LaSalle St., Chicago

### 3-inch Cog Wheel for Pump Jack.

RYSTROM IMPLEMENT CO., Stromburg, Neb.: Your order for a 3-inch cog wheel with 15 teeth for 1 1/4-inch shaft for a single pump jack, having P. J. 14 on belt wheel, has been sent to the Stowe Supply Co., Kansas City, Mo.

### No. 371 for Disk Harrow.

N. R. SVOPE, La Monte, Mo.: Your order for one only No. 371 spool bearing for disk harrow with the numbers 333-334, 272, 274 and 289 on castings has been sent to the Sterling Mfg. Co., Sterling, Ill.

### Fuller Lee Disk Drill.

THE L. C. ADAMS MERC. CO., Cedar Vale, Kan.: Your order for one 31-A, 1-32-A and 1-A 13 for Fuller Lee disk drill has been sent to the Hayes Mfg. Co., Kansas City, Mo., for their attention.

### No. 226 for Grass Seeder.

ED HOCKADAY & CO., Custer City, Okla.: Your order for three No. 226 gear frame for grass seeder for Buckeye grain drill has been sent to the American Seeding Machine Co., Springfield, O.

### Chilled Dust Washers.

BRYANT BROS., Haviland, Kan.: Your order for 12 pairs of chilled dust washers for Tiger single disk drill has been sent to the Wallace & Geise Co., Council Bluffs, Ia.

### HD 34 for Disk Harrow.

H. D. SKINNER LUMBER CO., Braymer, Mo.: Your order for one casting HD 34 boxing for disk harrow has been sent to the Martin & Kennedy Co., Kansas City, Mo.

### D 130-L for Disk Drill.

ESTATE OF H. BLUM, Palisade, Neb.: Your order for casting D 130-L for five disk drill has been sent to the Lininger Implement Co., Omaha, Neb., for filling.

### No. 702 for Drag Harrow.

PHILIP BEHREND, Herington, Kan.: Your order for four hitch hooks No. 702 for drag harrow has been sent to the American Seeding Machine Co., Springfield, O.

### Western Chief Sulky.

EVANS-METCALF CO., Lawrence, Kan.: Your order for one bottom half of inside collar to hold front furrow wheel for 16-inch Western Chief sulky, the top half of collar being No. 8704, has been sent to the Western Mercantile Co., Kansas City, Mo.

### No. P-66 and P-67 for Harrow.

PIERCE HDW. CO., Bridgeport, Okla.: Your order for 4-P-66 and 4-P-67 for Hapgood disk harrow has been sent to the Hapgood Plow Co., Alton, Ill., for their attention.

### WHO KNOWS ABOUT THESE?

W. C. KELLER, Oakwood, Okla., desires to locate firm manufacturing disk drill with bushings No. D148 and hub D289.

H. B. SMITH AND SON, Kincaid Kan., is trying to locate a Kemp or some other spreader with No. D36 on gear driving the apron.

BALL AND COMMONS, Altoona, Kan., is trying to locate a disk harrow that has bearing No. K62.

STERLING HARDWARE AND IMPLEMENT CO., Sterling, Colo., is desirous of locating firm handling the O. K. Hallock Potato Digger.

WEBER AND CO., Wilson, Kan., wants to locate a pump jack that has part No. 131.

COLON HARDWARE CO., Colon, Neb., desires to locate a firm handling the Bradley Giant grain elevator.

W. C. ROLLOW, Ada, Okla., is desirous of locating firm handling plow with mold-board numbered NCX13.

A. N. RASK, Boelus, Neb., is desirous of locating firm handling feed grinder that has a burr numbered IG.

## CULLMAN SPROCKETS

### AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver-Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand.

Catalog

**CULLMAN WHEEL CO.**

1347 Altgeld Street, CHICAGO



## Sheet Metal Stampings

### Heavy and Light

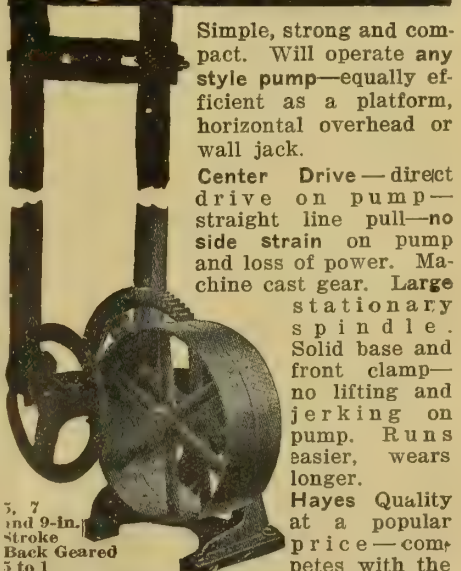
We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding.

Estimates cheerfully furnished on your requirements

## The Bossert Corporation

UTICA, N. Y.

## Hayes CENTER-DRIVE PUMP JACK No 2



Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the cheapest jack—special features unequalled at any price—the one compelling pump jack value.

You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

**HAYES PUMP & PLANTER CO., Galva, Ill.**

## New Harvey Bolster Spring

Patented February 1, 1916

Write for description of these wonderful New Bolster Springs. Made like finest auto springs; they ride easy with a light load and raise the box but a few inches. A trial order will convince you of their superiority.

**HARVEY SPRING & FORGING CO.**

Manufacturers of Vehicle Springs  
RACINE - Box 46 - WISCONSIN



Showing Spring without Load



Showing Spring with Load



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## A Continuous Celebration.

There are, at this writing, twenty-four of us allied nations, and this column looks forward with joy to the future celebration of all national holidays. We figure on about three hundred holidays, not including Sundays.—Chicago News.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—A Farm Lighting Plant, good condition. Particulars on request. Address F. L. P., care Implement & Tractor Trade Journal. 9-21-2t

**For Sale**—One No. 2-4 bottom 14-inch Rotary Power lift P. & O. Mogul engine gang. Slightly used. Price \$300. Address Lechtenberg & Klein, Templeton, Ia. 9-21-4t

**For Sale**—Seven Eureka Potato Planters. New stock. Price right. Address 265, care Implement & Tractor Trade Journal. 9-28-2t.

**For Sale**—Clean stock of hardware, implements and harness; town of four hundred in excellent Kansas farming community; operation of the U. S. Selective Draft only reason for selling. Address O. H., care Implement & Tractor Trade Journal. tf

**For Sale**—On account of a decreased acreage of corn in this vicinity, we offer the following items: Deere Listed Corn Cultivators No. 315. Case Listed Corn Cultivators No. 950, Case Riding Cultivator No. U-1. Priced on request. All in good condition. Sowder & Colton, Madison, Kans. 9-21-2t

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

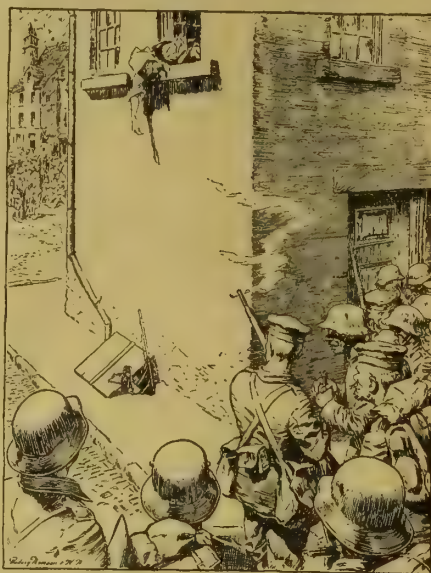
**For Sale**—Must sacrifice good, healthy, growing hardware and implement business, located in one of the best oil and farming countries in eastern Oklahoma. Reason for selling, failing health. Stock will invoice about \$8,000. Can be reduced to suit purchaser. Good 100x28 foot brick building; will sell or rent. Address inquiries to 111, Implement & Tractor Trade Journal. tf

**Must Sacrifice Good Implement Business**—Through the operation of the selective service, I am called to the colors, and must sell a fine and growing hardware and implement business located in a large trading territory. The stock will invoice about \$25,000. This is an exceptional opportunity to take over a strong going business with a future. Address inquiries without delay to 108, Implement & Tractor Trade Journal. tf

**For sale or trade**—Good clean implement and garage business with about \$10,000 stock of standard goods. Good building, value \$5,000. Only implement business in town serving large territory. My business on sales from September 4th, 1917, to September 4th, 1918, amounts to \$55,000. Sell for cash or trade for good farm in Northeastern Kansas for about equal value. This is no trading stock. C. A. J., care Implement & Tractor Trade Journal. 9-14 4t

**For Sale**—18-D Appleton silo filler; three 14-inch 8-bottom La Crosse tractor plows; one 5-bottom Oliver tractor plow; one 12-inch, Rowell cutter; six single fan endgate

## AN UNCOMMITTED ATROCITY



If Barbara Frietchie had lived in Belgium.—Life.

feeders; one 30-60 Big Four tractor. Priced right for immediate sale. Green Bros., Lawrence, Kan.

## POSITIONS WANTED.

**Position Wanted**—By an executive of ability and experience—20 years as sales manager and manager of credits and collections in one of the largest implement houses. Address 112, care Implement & Tractor Trade Journal. tf

**Wanted**—Experienced tractor and implement salesman desires a change. Has broad acquaintance with dealers throughout Central Western States. Best of references. Address G. R., care Implement & Tractor Trade Journal. 9-14 3t

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

**Position Wanted**—Thorough and practical implement salesman, twenty years' experience on wide range of territory. Know the implement game clear through, including gas engines and tractors. Open for contract October 1st. Not in the draft. Address "T. R."—Implement & Tractor Trade Journal. 9-28-1t.

## HELP WANTED.

**Wanted**—Lady bookkeeper for retail implement house. Must be capable of handling all book work, and accustomed to dealing with public. Address G. H. Mundt & Company, Glidden, Iowa. 9-28-2t.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Wanted**—An all round hardware and implement man, one who understands the business, and knows how to canvass. Will pay good wages for a man that can deliver the goods. Give reference, experience, married or single in your answer. C. S. Watson, Pond Creek, Okla. 9-21-2t

**Wanted**—By an Iowa jobber, an experienced shipping clerk who is capable of taking entire charge of shipping department, including stock record keeping, of a general line of agricultural implements, repairs and supplies. Address Iowa, care Implement & Tractor Trade Journal.

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. tf

## Speech a Little Dry.

First Voter—That was a good long speech our candidate made on the farming question, wasn't it?

Farmer—Oh, ay, it wasn't bad; but a couple o' nights' good rain 'ud 'a' done a sight more good.—London Answers.

**Wanted**—Complete files of Implement & Tractor Trade Journal for the years 1913, 1914, 1915, 1916 and 1917. Reasonable price will be paid for complete files for any one or all of these parts. Address C. J., care of the Implement & Tractor Trade Journal. 8-24-6t

**Wanted**—By Old Line Farm Machinery Tractor Company—Assistant to Bookkeeper; one who can use typewriter and write shorthand and able to furnish good references. Salary \$75-\$85 to start. Good opportunity for advancement. J. I. C. 700 S. 17th St., St. Louis, Mo. 9-14 3t

**Wanted**—Good implement and tractor salesman for Michigan or Indiana. State experience, age, salary and give references first letter. Address 265-E, care Implement & Tractor Trade Journal. 9-28-3t.

**Wanted**—Cream Separator Salesmen for all territory; good men who know the trade and can get the business with a well known, well advertised line that is being sold with great satisfaction by the very best dealers in all of the U. S. and Canada. Steady position with good salary and bonus. Give full particulars in first letter or come and see us. SWEDISH SEPARATOR COMPANY, 515 So. Wells St., Chicago, Ill. 7-20-EOW-12-1

## MISCELLANEOUS.

**For Lease**—Good location for tractor company. 48x127, N. E. corner of Liberty and Joy streets, Kansas City, Mo. E. Feld, 1025 W. 17th St. 9-28-4t

Do you want to trade your implement or harness stock for farm land? I have an improved farm in Central Nebraska and am also interested in land in Keith County, Neb. If interested please mention make of goods you handle. W. O. S., care Implement & Tractor Trade Journal. 9-21-4t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf

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## Farming Today in Enemy Countries

THROUGH information secured by the U. S. Food Administration, it is now possible to describe with reasonable accuracy the extent to which German farmers, and those in other enemy countries, are maintaining production and their attitude toward government regulations.

There is abundant evidence of rigid official supervision which to the American mind would seem intolerable. For instance, the Bavarian state office has adopted severe measures to maintain the milk supply even to the extent of taking farmers' churns and butter casks from them to prevent butter-making on farms. As a result, milk deliveries in some districts have increased tenfold and are now practically as large as in peace times, though of course at the expense of butter production. Naturally this was not accomplished without some friction, but considering the great number of food regulations affecting producers, of which this instance is typical, opposition has been surprisingly small.

In Hungary, fat and eggs are very scarce, but in midsummer vegetables were plentiful and were in the market in large quantities. Peas were so abundant that instead of costing 24 cents per pound, the maximum price, they were sold at 15 cents. The exact condition of Hungary's poultry industry cannot be clearly defined, but it is known that

exports of eggs from the country were stopped by the food bureau in order that it might not be said of agrarian Hungary that she had

ment requisitioning. All bread grains and fodder are taken from farmers at harvest time, leaving them only

sufficient amounts for feeding their own families and livestock and for seed purposes in the year to come.

This system has sometimes resulted, as for instance in Russia, in peasants withholding and hiding for their own use large quantities of their produce. But among the Central Powers the farmers to a large degree have come forward willingly and have given up their produce without hesitation. In one district in Bulgaria, following an extensive campaign in which food needs were pointed out, as much as 440,000 pounds of wheat and 44,000 pounds of corn were received in one day as voluntary contributions. The population as a whole has given its surplus stocks willingly and the requisition system has had most satisfactory results. Requisitioning thus amounts to a system of comprehensive purchasing to meet Government needs, rather than an indication of hoarding or resistance by farmers to their Government.

As a further means of increasing their agricultural resources, the Central Powers have stimulated production and assisted farmers in various ways. The Agrarian Bank of Bulgaria, acting in accordance with the policy of the ministry of agriculture, has distributed some



WOMEN ARE USED TO THE HEAVY BURDEN OF FARM WORK IN GERMANY

no eggs in June. The price of eggs is reported at from 14 to 16 cents apiece and they were commonly sold in pairs rather than by the dozen.

Farmers are now accustomed to the policy (which has prevailed in most European countries since the beginning of the war) of govern-



hundred truckloads of agricultural implements. The ministry of agriculture has also decided to open in Old Bulgaria 250 stud farms. To expedite the 1918 harvest, military agriculturists were instructed to take all measures necessary. The system of labor organization included the employment of the able-bodied town residents between the ages of 14 and 60 who were not engaged on their own behalf.

Farmers are believed to have benefited to a considerable degree by the systematic though drastic Government measures.

Here in the United States, let us hope, we shall never be subject to the discipline to which German farmers submit, for it is inconsistent with our democratic ideas. But we should realize that:

1. Farmers in the enemy countries are supporting their governments.

2. Certain kinds of food are still fairly abundant.

3. The Central Powers are using every possible means to maintain agricultural production.

4. Isolated cases of food shortage are not necessarily typical of large areas.

5. Reports that farmers are slackening in their efforts bear the earmarks of German propaganda.

When we realize that the peasants in the enemy countries are patient are willing to give up food which they have worked hard to produce in order that their armies may be fed, it should make us understand better the great task ahead for American farmers. We cannot well do less than farmers in the enemy countries. With our vast acreage and our greater individual enterprise, man for man, we must overcome the Prussian system.

The U. S. Food Administration points out in the case of meat that if every suitable freezer in the world were packed to the roof that supply of meat would last our population and the Allies only a few days. The 30,000,000 cases of condensed milk canned last year in this country represent only about  $2\frac{1}{2}$  per cent of this country's annual milk supply.

## Doing the Work That One Man and a Machine Would Be Doing in America



Crops that are growing and the meat animals that are developing on farms and all the food supplies constantly coming to market are the dominant factors in the food situation for the United States and the Allies. Our producing areas constitute our greatest reserves. These facts, it is hoped, will enable Amer-

ican producers to secure a clear conception of the world food situation as it exists this fall.

The following analysis of the food situation in Austria appears in Commerce Reports, quoted from the Svensk Handelstidning of July 6.

The German papers paint the food situation in Austria as very serious. A correspondent in Vienna gives to the Frankfurter Zeitung a thorough description, founded on facts. The account shows how this crisis originated and developed through a marked lack of cooperation, not only among the different provinces, but also and mainly between the classes—the country people and the city populations on one side and the wealthier classes, who encourage clandestine trade, on the other.

In order to get an idea of the extent of this shortage of food it is not sufficient to go by the figures of the bread ration only, although the reduction in this article from 1,250 to 630 grams per week, and for hardworking laborers from 1,750 to 1,120 grams per week, speaks a plain language. The weekly allowance of flour amounts to 1.8 kilo (kilo equals 2.2 pounds), and that of rice, corn, or some substitute, since a few weeks ago, of one-sixteenth kilo. Butter and fats are apportioned in parts of grams per week or not at all. There is an allowance of three-fourths kilo of sugar, a small package of coffee substitute, and one-half kilo of marmalade per month. Milk is available only for children under two years of age and nursing mothers, in quantities of one-fourth to one-half liter per day; larger children and adults hardly ever see any milk.

There is no regular supply of eggs, vegetables, cheese, etc. Fruit is hardly ever seen on the market places, and that which the marmalade factories do not buy is sold at fabulously high prices, for example, one kilo of strawberries sells at 20 Austrian crowns, cherries for four to eight Austrian crowns, etc. (The national exchange value of the Austrian crown is 0.203, but it is now greatly depreciated.) This applies to Vienna, other large cities, and the industrial districts.

### The Government Wants Us to Know these Facts

**This article has been issued by the United States Food Administration. It is felt to be of unusual importance at this time for these reasons:**

**It points out one form of German propaganda.**

**It describes autocratic methods applied to agriculture.**

**It gives information that should be of value to our farmers. Pass it on to them.**



# How England Won Her Famous Food Drive

By George F. Whitsett

Editor, Harvester World

WHEN it became clear that the civilized world needed ships and more ships and all the space possible in all the ships at our disposal, Great Britain immediately embarked upon a campaign to grow all the food possible in the British Isles to save carrying it three thousand miles by water.

A survey was made of all grass lands which hitherto had not been used for the production of grain crops and it was estimated that there were three million acres available for such cultivation. To plow and plant and harvest three million acres then became the aim of the British government.

How well that aim was realized may be understood from the fact that during 1917 a total of 790,000 of these acres were reduced to cultivation. During the present year, even greater progress has been made and the total number of acres reclaimed from grass and put to the production of victory food has been increased to 2,400,000.

It is estimated by reliable authority that 90 percent of this total, or 2,160,000 acres, produced wheat during 1918 which, on an average of fifteen bushels to the acre, would yield a wheat cargo of 32,400,000 bushels, which will not have to be shipped in space invaluable and indispensable to victory.

## It Took An Organization.

This food production feat was not accomplished without careful and widespread organization. The whole campaign has been under the administration of the food production department of Great Britain. The central organization in London consists of a general director and a staff commensurate with the needs. The field organization consists of county organizers and under them district men.

There is a county organizer for each county, usually a large implement agent or a passenger car dealer. The county organizer has full charge in his county of all tractors, plows, and other machinery which belong to the British Government and his compensation consists of a commission on each acre, which is said to be practically negligible. The district men under the county organizer are usually implement agents, and these men look after the tractors and other machinery under their supervision.

In order that the British government might make this huge good production scheme actually produce, it

has been found necessary to buy the tractors and equipment and train the operators. Purchases are made through the Ministry of Munitions Agricultural Department. The food production department receives soldiers who are not qualified for general service and educates them in the use of tractors and other farm machines.

## Soldiers Are "Tractor-Trained."

At Liverpool, the department maintains a huge directing depot where the tractors and plows and other equipment are assembled to be shipped to all parts of the British Isles. The soldiers are utilized in assembling the tractors which gives them good preparation for tractor operation later on. Besides that, schools are maintained in different parts of the country to instruct the soldiers in the use and maintenance of tractors.

It is interesting to know that one large American farm machine manufacturer assumed the full responsibility for erecting all of its tractors which were purchased by the British government. This company furnished its own men to supervise the assembly of the tractors and to inspect them after the erection was complete. At one time this company had as many as three hundred soldiers under its supervision engaged in assembling its tractors which had been bought by the government.

The tractors and equipment are not sold to the farmers but are rented to them at a charge averaging 15 to 20 shillings (\$3.60 to \$4.80) an acre depending upon the nature of the soil and the land. This charge includes the hire for the soldiers, as well as fuel and oil. When the tractors and equipment are delivered, the soldier operators and the supplies are delivered at the same time so operations can start immediately. The farmer is expected to board the soldiers while they are working for him.

## Publicity Is Employed.

The food production department's London organization receives a report each day from all over the Kingdom regarding the number of acres plowed, cultivated or harvested, the relative condition of the growing or harvested crops, and all other necessary details as to the supply of machines, fuel, oil, extra parts, etc. Besides this daily

report, the government employs individual inspectors who travel throughout the country, visit all units as often as possible, and report direct to the central organization. This serves as a check-up for the regular field organization which works through the county organizers and the district men under them.

The soldier operators are under military discipline and work in units. In order that they may be stimulated to put forth their best efforts, the government holds contests awarding prizes to such units as plow the most land during a given time or who do the work on the smallest fuel consumption. This creates a rivalry among the operators and through the publicity which has been given the contests papers of Great Britain have tended greatly to stimulate the most productive effort. It is a great honor for a unit of soldier operators to have their pictures published throughout Great Britain as winners in a government contest.

## Worked at Night, Too.

It has not been unusual in this food production campaign for tractors to plow throughout the twenty-four hours, working in three eight-hour shifts. During the night, the tractors were equipped with headlights and went right ahead turning the soil upside down for victory harvests.

It is authentically estimated that fifteen thousand American tractors have been engaged in this British drive for more food. If anyone has doubted the stimulative effects of the tractor upon agriculture, let him consider this remarkable achievement of Great Britain, made under extremely trying circumstances, but which with the assistance of tractors has been tremendously successful. It doesn't take any prophet to see that after the war is won, American tractors in great numbers than ever before dreamed of can set about the task of replacing the food reserves of the world and building up reservoirs of supplies which will guarantee plenty of food at reasonable prices for all the populations of the world.

The farm tractor has proved itself another safeguard against poverty and famine.

The cost of the U. S. Food Administration for its first year's work was less than two cents for every person in the United States.



# CONDITIONS IN THE TRADE TODAY

Implement Distributors Give Their Opinions

## It Will Be a Banner Year For The Tractor Business

The Next Step Will Be the Development in Tractor Implements.

By H. E. Lewis

Manager Eastern Moline Plow Co.



H. E. LEWIS

BLOOMINGTON, Ill., Sept. 16.—To the Implement & Tractor Trade Journal: The outlook in Central Illinois was never more flattering for tractor business or the farmer more receptive to this new business. In fact, we are firmly convinced that the next twelve months will be the banner period of the tractor business. We are basing this on what the volume of business has been the last few months and the outlook at the present time. The curtailing of automobile production for pleasure purposes causes the man who has been in that line of business to turn to the tractor industry to keep up his volume of business. This dealer will make a satisfactory tractor dealer, as he understands the methods of making the sale of a large article for cash, he has his financial connections, such that he can take care of tractor shipments during the winter months, he has a service department that he can maintain satisfactory service for the farmer.

This is no small business, it is a business worthy of your whole time and your whole efforts and whole finances. The man who goes into the tractor business in a half-hearted way will not make a success; the tractor

business means big business, and in a few years we will see the sluggards culled from the tractor industry as they were culled from the automobile industry, and the live wires will continue to do the business.

There is one thing that is particularly interesting to all of us, and that is the tractor implement. It is just as essential for the farmers to have tractor implements for tractor purposes as it is to have horse-drawn implements for horses. The manufacturers are waking up to this proposition very rapidly and in the next few years we will see wonderful strides in the development of tractor implements along with the tractors and it will be no uncommon thing to see on the dealer's floor a full display of tractor implements for doing all kinds of farm work.

It was demonstrated a few years ago when the first small tractors were brought out that the horse-drawn plow was not adaptable for tractor purposes. It is being more forcibly demonstrated that the horse-drawn harrow is not adaptable for tractor use. The same will apply all the way down the line.

The outer shell of the tractor business has not been removed. The kernel is still to be reached, and we look for wonderful improvements in the revolution of the farmer within the next few years by the successful tractors that will be marketed.

## East Has Dropped Its Old Mistaken Idea of Tractor

Now Realizes It Is As Suitable to That Section As to the West.

By H. H. Boozer

Manager for Oliver Chilled Plow Works

HARRISBURG, Pa., Sept. 17.—To the Implement & Tractor Trade Journal: Five years ago the farm tractor and tractor drawn implements were practically unknown in the east. If mentioned to a dealer or a farmer, he would say that the farm tractor was built for the west only, as the farms in the east were too small and rolling, and it would not work on hill sides. But will say there has been a wonderful change of opinion on the

part of the dealers and farmers the last two years, as there has been several hundred tractors and tractor plows sold. The farmers are doing their part to help win the war, and are buying labor saving machinery, so they will be in a position to till all the obtainable land.

It is also noticeable that the young men of the farm today take more interest in farming, on account of the tractor and tractor drawn implements, and without a doubt farming today is one of the important occupations of the east, and is being done in a scientific way. With the agricultural schools also with the aid of the county farm agents, we expect the good work to go on just the same after the war is won, which will make even a greater demand for tractors and farm equipment.

## The Tractor Is Steadily Going Ahead in Maryland

Next Thing That Is Needed Is More Knowledge of Operation.

By E. D. Cummings

Manager for International Harvester Co.

BALTIMORE, Md., Sept. 17.—To the Implement & Tractor Trade Journal: I have before me your letter, and in reply will say fall tractor



E. D. CUMMINGS

trade is fully meeting with my expectations. The dealers are anticipating their wants for next spring, and it looks as if the Maryland farmers will



be able to see a sample tractor on the floor of many dealers who have never handled one heretofore.

As an eastern proposition, I believe the next step in tractor progress is more thorough knowledge in the operation of the tractor, by the dealer selling it. We expect to hold several tractor schools at different points on our territory within the next ninety days.

This plan will give the user, dealer service, as well as furnish the latter with a clearer understanding of the tractor he is selling.

## In Spite of War Season Will Be Best in History

**Dealers Must Guard Against Too Great Caution in Ordering.**

**By Roy Carl**

Sales Department, Oliver Chilled Plow Works

COLUMBUS, O., Sept. 20.—To the Implement & Tractor Trade Journal: We share your belief that, barring the inevitable obstacles due to the war, the farm equipment business is in for one of the most active and interesting seasons of its whole history.

At the present time contracts are coming in in good volume and in many cases show an increase over last year. It appears to us that there are more inquiries than ever from farmers themselves for various implements. In fact, if anything, the greatest activity now is with the farmer rather than the dealer, and right here is where we see one danger. It is proper that the dealer be conservative, but if he is too conservative then some farmers are going to go begging next year for implements when they need them most. Increased food production is, to a great extent, dependent on an adequate supply of agricultural implements.

There is one other cloud on the horizon of the implement business, and that is freight congestion. It is our fear that this congestion is going to be quite serious during the winter months, and unless deliveries are made to dealers before cold weather sets in, the chances are that shipments will not reach them until March or April, next year.

Every American should now be doing his utmost to help win the war, and we believe the one problem which the implement fraternity has to solve is to show the dealer where it hurts the campaign for increased food production if he retards his efforts in the distribution of implements. In other words, this is not a time for the implement dealer to sit down and wait

to see what will happen. Let the implement manufacturers keep up their morale, disseminate the same spirit to the trade and then, at the end of the year we believe none of us will have any regrets.

## No One Is Complaining in South Dakota This Year

**The Record Crops of That Section Make a Record Business Season.**

**By C. L. Strub**

Parlin & Orendorff Plow Co.

SIoux FALLS, S. D., Sept. 18.—To the Implement & Tractor Trade Journal: We are pleased to have the



C. L. STRUB

opportunity to advise that we are enjoying a very good business. Our sales in the past months have exceeded those of past years, which we believe is due to the wonderful crops which we have in South Dakota this year.

## "The Farmer Won't Buy" Attitude Is a Big Mistake

**Dealer Should Not Yield to the Tendency to Limit His Stock.**

**By W. F. Loomis**

Manager for Oliver Chilled Plow Works

MILWAUKEE, Wis., Sept. 17.—To the Implement & Tractor Trade Journal: The call of our Government for increased crop production has been answered by Wisconsin farmers in a remarkable degree. A bountiful harvest has just been completed and with the profitable prices that prevail, and the need for still greater production, Wisconsin offers an opportunity to the implement dealer for a largely increased business that has not as yet been reflected in his contracts for 1919.

The reluctance of farmers to purchase new implements during the past two years of advancing prices has been natural and has resulted in repairs to worn tools, rather than the investment in new equipment in many cases. This has had a tendency to discourage many of the old time implement dealers and lead them to believe that "farmers will not pay present prices" and to offer apologies for such prices are not uncommon.

Also the desire to profiteer has caused some misguided dealers to substitute "pickups" in out of date tools, for their regular lines, in order to undersell legitimate competition. The failure of these substitutes to give satisfaction, and the disparity of prices asked for these substitutions against regular lines, has helped to create doubt in the minds of the farmers as to what are actual values.

However, such conditions are confined to incompetent dealers very largely, and the evolution which is apparent in the implement trade promises to force such dealers out of the game, by new dealers who are alive to present opportunity, for we find that the average farmer appreciates that conditions are abnormal, that the exchange value of his products for his necessities is fair, and that for him to profit to the utmost he must avail himself of the best that the market affords in labor and time saving tools, and he feels well able to do so.

As a matter of fact, we find the farmer sold ahead of the dealer. This is especially true of tractors, and while the tractor trade is not up to expectations this fall, this seems due largely to the apathy of many implement dealers who are without vision of the possibilities, or who lack capital to finance this trade and are not yet educated on how to expand their resources through the Federal Reserve Banks, and because of these shortcomings in themselves, try to justify their inaction by the contention that the tractor business does not afford sufficient profit.

Because of this attitude, the implement dealer should take warning in the avidity with which automobile men, with their trained sales organizations, ability to sell volume for cash, their established service stations, and not least, the confidence they have inspired in the farmer because of these things, are taking on the sale of tractors and full implement lines as well.

The annual convention of the North Dakota Implement Dealers' Association will be held at Fargo, N. D., Jan. 22, 23 and 24, according to announcement just made.



# Implement & Tractor Trade Journal

1886

1918

Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALLGEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, OCTOBER 5

WELL, anyway, Bulgaria knows a winner when it sees one.

SPEAKING of paradoxes, one of the farm papers comes out with an article entitled, "Why Farmers Make Money at a Loss."

We used to hear a good deal about the duty of doing one's bit. Now we know that doing one's best is the least to be expected.

THERE are so many fronts along which the Allies are victorious at the same time that we might as well lump them all together and call the whole thing the Battle of Europe and Asia.

PUNDITS are always proclaiming the impossible, but we see the laugh and the lie given their chatter every day. This sign we saw last night: "Puritan Pool Parlor." Wouldn't that scratch you?

OUR friend, the Country Gentleman, says "the small, high-powered tractor has come into its own." These are news indeed! We hadn't heard that the tractor had ever been out of its own.

SAW a printer friend of ours the other day all dressed up as a first-class "gob" of the American Navy. It came over us all at once that we had never seen such a handsome printer.

Now the tractor will have to be tractable. Uncle Sam is teaching some of his soldiers how to manage it. When the war is won these young men will come back to the farm and make the tractor do anything—except roll over and play dead. Never, no never, will the tractor do that!

AN American of German birth who has been sincerely and constructively patriotic from the start of the war submits, "Sign here!" as expressive of the peace policy of this country. A Kansas paper wants the sentiment adopted as a slogan by the "Unconditional Surrender Club". Have you joined? So have we.

## TRACTOR RECOGNITION

ONE of the best things that ever happened to the tractor industry happened to it not long ago when some of the schools used by the Government for training Army motor mechanics were partially converted into tractor schools for artillerymen. Thus at a single stroke was the tractor recognized as a machine apart from all other self-propelled machines. It is the recognition for which many in the industry had long been hoping.

Not the least significant phase of this Government measure is the fact that, as nearly as possible, the soldiers selected to take this thorough course in tractor mechanics will be those who expect to return to the farms after the war. In this way thousands of young farmers will soon be experts in the operation of tractors and a large part of the main difficulty of popularizing the tractor—sheer, but more or less unavoidable ignorance, on the part of the farmer—will have been removed.

Certain it is that the tractor demand from agricultural sources will be even greater than it now is after the war. The tractor will then forge ahead to complete recognition. The plan of the War Department to teach tractor mechanics to soldiers, which was fully explained by Martin Platt in the *Implement & Tractor Trade Journal* of Sept. 28, is perhaps the greatest single step to that end.

## UNCERTAIN COST ELEMENTS

RECENTLY it was announced through the Iron and Steel Institute that prices on steel to the manufacturers of farm operating equipment would be reduced approximately five dollars a ton. This reduction is effective until July 1, 1919.

It is important, of course, and the implement makers have received the tidings with real relief; nevertheless, it is well to bear in mind the many factors that enter into the price of implements before we permit our hopes for cheaper farm tools to soar.

Of these factors, labor is at once the chief and most uncertain. Advancing wages and shortage of factory operatives combine to make the manufacturer extremely vague in his estimate of the future. Yet the labor and steel sides of the manufacturing problem are only the most obvious. It is complicated by other factors, all tending toward increased cost.

The individual manufacturer, naturally, will fix his prices as he sees fit. But all manufacturers are affected about in the same proportion by the

various elements of cost. In view of this plain fact, it is scarcely likely that the next fluctuation in the market can be anything other than a rise.

## SIGNIFICANT ALLIANCES

THE announcement that John N. Willys, the motor magnate, had bought control of the Moline Plow Co. came only a few weeks after that other announcement of the alliance between the General Motors Truck Co. and the Janesville Machine Co. Unusual significance attaches to these developments. Within a very short time two large motor organizations have deemed it wise to identify themselves with the implement and tractor industry.

The implement and tractor idea, which is essentially the utilitarian idea, has evidently made an impression in motor circles that would not have been deemed possible a few seasons ago. It is too early, of course, to say that these two announcements signify a tendency, although it is certain that automobile and truck people are paying more and more attention to the tractor. Perhaps the most remarkable thing about the whole thing is that it also involves farm implements. The trade will watch it with keen interest.

## BACK 'EM WITH BONDS

GENERALLY speaking, it is true that the implement man can do the most toward winning the war by being the best implement man he knows how to be. But there is some danger that in the pursuit of that purpose he may become too "practical," as that much abused word is popularly understood.

In these times of war heart throbs are plentiful, to be sure. Though heart throbs alone will never "bring home the bacon", they are responsible for most of the impulses that do effect that very practical object. Now, if ever, is the time for the hard-headed business man to hitch his practical affairs behind sound sentiment. Pep and real patriotism are bound to follow.

So it is that every man any way connected with the implement business should resolve to put his best efforts in the Fourth Liberty Loan campaign. He should do his utmost to invest as much as possible in that loan on his own account and at the same time persuade with all possible force others to do the same.

We may be winning the war, but the war has not yet been won.



# EXPLAINS IRON AND STEEL REDUCTION

Priorities Commissioner Parker in a Letter to the Industry Gives Rules Governing Production—Distribution for Essential Uses Only.

Detailed explanation of the reduction of iron and steel to the manufacturers of agricultural implements and farm operating equipment has been sent to the industry from the offices of the Priorities Division of the War Industries Board, Washington, D. C.

A circular letter under date of Sept. 30 signed by Judge Edwin B. Parker, priorities commissioner, is now in the hands of the Government printers. An advance draft of the letter sent to the *Implement & Tractor Trade Journal* by Judge Parker follows:

The greatly enlarged war program will absorb the greater portion of the iron and steel production of the nation, and it has become necessary to reduce the allotments of iron and steel to industries lest the industrial consumption obstruct the war program. In making these adjustments careful surveys are being made to the end that the most vital civilian demands may be supplied.

Yours is clearly not only an essential but an indirect war industry and will be dealt with as such. The nation must produce a maximum of foods and feeds, but through rigid economies and increased efficiency of the farmers, the dealers and the manufacturers, this production must be accomplished with a reduced consumption of materials and labor required to meet the war program. Speaking generally, the use of modern farm implements conserves labor, but it must be constantly borne in mind that the time element is more controlling now in connection with any conservation program than ever before. The results must be practically immediate in order to contribute to the industrial drive which must sustain the military drive on the battlefields of Europe. The use of a machine, in the manufacture of which large quantities of material and labor are consumed, may be economically sound and in normal times its manufacture and use should be stimulated; but if its production at this crisis requires more labor than will be saved in one season's use, it should, generally speaking, be substituted by other machines or implements in order to accomplish the immediate conservation of labor and materials.

## War Program Needs Steel.

The drive is on. The time is now. When the war shall have been won we will plan for the future.

Reference herein will be made to periods of twelve months each; that from Oct. 1, 1917, to Sept. 30, 1918, will be designated "First period," while that from Oct. 1, 1918, to Sept. 30, 1919, will be designated "Second period." A careful survey of your industry in connection with the urgent war requirements has led to the conclusion that in the public interest your iron and steel consumption for the "Second period" should be 75 percent of your consumption during the "First period," when it approximated 2,000,000 tons of iron and steel. The ef-

fect of a release of 25 percent of your consumption during the past twelve months will be immediately felt on the war program.

It is with confidence that the War Industries Board relies upon your indispensable industry lending the same wholehearted and patriotic assistance in accomplishing these economies that it has always rendered in response to previous appeals. While the importance of your industry and your place in the program for the production of food for this nation and its allies can hardly be overstated, yet the supreme concern at this critical period is that every possible contribution be made immediately and enthusiastically to the end that the war may be shortened and the victory made decisive.

The necessity of reducing the allotments of iron and steel to your industry places upon you and the Farm Implement Committee the responsibility of so applying the curtailment that your more essential products shall be produced in sufficient quantities to meet all legitimate demands for them and that your less essential products shall be produced in greatly diminished quantities, or not at all. The Priorities Division does not undertake to direct you in the formulation or execution of a program of such responsibility. This is your problem. You are equipped to solve it; and with your experience and ripe judgment you will through team work so adjust your manufacturing program and utilize the curtailed allotment of materials, that the theoretical injury may not prove real.

The plans for curtailment must among other things take account of the varying situation of those manufacturers who have been in production for considerable periods as contrasted with those whose production period has been relatively so short that they are still virtually in the experimental stage. To apply to both of such groups an arbitrary percentage tonnage allotment plan would be inequitable.

## Rules to Govern Curtailment.

The farm tractor situation presents one of the more striking illustrations of the necessity for flexibility in the plan, although it is probable that producers of other products may also require similar treatment.

For your guidance you are advised that the Priorities Division has decided:

(a) That the tractor makers who have produced less than ten tractors during the "First period" are in the primary experimental stage, and that they are not to produce over ten tractors during the "Second period."

(b) That the tractor makers who have produced and had in field operation ten or more, and less than fifty, tractors during the "First period," are in the secondary development stage, and that they are not to produce over fifty tractors during the "Second period."

(c) That makers of products other than farm tractors whose development situation shall be comparable to those

of the tractor makers described in the preceding paragraphs are to produce according to the same rules.

(d) That the tractor makers who have produced and sold fifty or more tractors during the "First period" and all other manufacturers of farm operating equipment who are past their primary and secondary development stages will receive during the "Second period" not exceeding 75 percent of their consumption of iron and steel during the "First period."

## Implement Manufacturers' Pledge.

Each manufacturer will execute in duplicate its pledge and file both copies thereof with the Farm Implements Committee, one copy to be retained by such Committee and one copy to be forwarded to this Division. The pledge will be in the form following:

Priorities Division,  
War Industries Board,  
Washington, D. C.

The undersigned hereby pledges itself for and during the period from Oct. 1, 1918, to Oct. 1, 1919, (1) to use only in the manufacture of farm operating equipment and parts therefor the materials suitable therefor, which are now in its possession or which may hereafter come into its possession, (other than materials acquired or reserved for making other products covered by priority certificates or automatic ratings of higher class); (2) to reduce its tonnage receipts of iron and steel received for the manufacture of such products to a basis of not exceeding 75 percent of its receipts of such materials for such products from Oct. 1, 1917, to Oct. 1, 1918; (3) to comply with the regulations of the Conservation Division of the War Industries Board as to economies and substitutions; (4) to produce only the more essential farm operating equipment and parts therefor and to distribute its products only for essential uses and through such distributors only as will cooperate with the undersigned in carrying out the letter and spirit of this pledge."

Each manufacturer will also furnish to the Farm Implements Committee data as to prior years' receipts, stocks on hand, and such other information as may be required by said Committee or this Division from time to time.

## Class B-2 Rating for Essentials.

When the pledge mentioned has been filed and the required information furnished to the Farm Implements Committee, such committee will notify this Division as to the tonnage requirements of such manufacturer, whereupon this Division will issue to such manufacturer its Industry Priority Certificate authorizing such manufacturer to place its order for materials not in excess of its allotted tonnage.

Orders so placed will take Class B-2 rating and may be filled accordingly. When any order is placed pursuant to such certificate, the manufacturer plac-

(Continued on page 22)



# News of the Industry

## Sales Managers Meet Oct. 9.

The event of the year for the Sales Managers' Department of the Department of the National Implement and Vehicle Association, will be the annual meeting at the Hotel LaSalle, Oct. 9. An interesting program has been arranged which will include the following topics:

Development of Sales Forces: Selection of men, primary education, value of sectional vs. general sales meeting.

National Implement Inspection and Repair Week: When and how many.

The Relation of the Tractor to the General Implement Business: What does it cost the dealer to sell tractors? What effect is the tractor having on the horse-drawn implement trade?

Conditions Affecting Farm Equipment Advertising.

In the afternoon the sales managers will adjourn to meet in conference with the dealers representing the National Federation Implement and Vehicle Dealers' Association. The conference will be extended into an evening session, where in addition to the interests of business, patriotic enthusiasm will be manifested.

A veteran not only of the present conflict, but of 30 years' active military adventures, will be the honor speaker of the evening. Sergt. Sam P. Barre will tell of the thrilling experiences on the western front which ended for him when he was gassed at Chateau Thierry. He will appear under the sanction of the Illinois State Council of Defense. He has served in active U. S. campaigns in Alaska, Cuba, the Philippines, China, Mexico and France, and was only recently invalidated home.

## Implement Firm Incorporated.

A new company to manufacture agricultural machinery has been formed at Indianapolis, Ind., under the name of the Weatherspoon Harrow and Disk Co. Capital is 20,000. The incorporators are R. Weatherspoon, A. M. Weatherspoon and D. W. Weatherspoon.

## Square Turn Company Moves.

The Square Turn Tractor Co., whose executive offices have been located at 14 East Jackson Blvd., Chicago, has announced its removal, Sept. 28, to Norfolk, Neb., where the factory and sales offices have always been located. Additional steel and concrete buildings soon to be constructed will give the company more

needed capacity for the larger production of Square Turn tractors.

## MOLINE MANAGERS CONFER

### Hear That the Plow Company's Organization Is to Remain Intact Despite the Purchase.

Managers of the several branch houses of the Moline Plow Co. throughout the United States, with the exception of those from the Pacific Coast, met this past week at the home offices in Moline, Ill., and heard from F. G. Allen, now president and general manager, the details of the sales plans for the company during the coming year.

Mr. Allen said that the trade of the Moline Plow Co., particularly on the tractor, had simply outgrown the facilities of the company for its manufacture, and furthermore that there were many markets, particularly in foreign countries, which had not yet been touched and which required greater capital and resources to develop.

It has been decided that the Moline Plow Co. will be considered as an independent organization, both in the manufacture and sales way, and will not be merged with any other of the Willys' interests. The purchasing of the Stephens' interests in the Moline Plow Co. by John N. Willys of the Willys-Overland Co. will not in any way interfere with the Moline organization, Mr. Willys has said. H. S. Lord, N. I. Millikin, J. L. Irving, O. P. Robb, W. L. Clark and S. C. Turkenkoph will retain their present positions.

It has been reported that the Willys-Overland Co. will manufacture tractor motors for the Moline company at the Toledo plant.

According to the Wall Street Journal, New York, the Overland company has just closed an additional contract with the government for \$25,000,000 of Liberty motors, to be made in the several Overland and Curtis factories.

Overland officials will not comment on the new Government orders, but admit that the company now has contracts that will keep all of its plants running full capacity "for many months to come."

The Wall Street Journal says contracts held by the Overland with the American and British governments amount to more than \$75,000,000.

## Case Convention a Big Affair.

During the week of Sept. 9 the entire J. I. Case Plow Works sales force, gathered at Racine, Wis., for the annual sales convention. The convention was opened with an address by H. W. Wallis, President of the J. I. Case Plow Works and of the Wallis Tractor Co.

After Mr. Wallis' opening address, the entire convention moved out to the Case experimental farm on the outskirts of Racine. Here was assembled a complete J. I. Case line of implements and Wallis tractors. Ample land was provided for demonstrating the machines in actual operation. There were Wallis tractors pulling the various sizes of J. I. Case tractor plows, also tandem disc harrows and two-row power lift listers. In the power farming machine section the salesmen also got their first opportunity to see the new J. I. Case motor cultivator in operation.

One of the interesting features of the field demonstration was the finishing of an endurance test of a Wallis tractor. On September 5 this tractor was put to work pulling three 14-inch bottoms. This was a non-stop test, and the tractor pulled the plows continuously night and day for 150 hours. It could have continued on for a great deal longer period, but 150 hours was the period arranged at the beginning of the test. After the run was completed, the tractor was driven into the factory and taken entirely to pieces for examination. Every part was measured by delicate instruments to determine exactly how much wear had resulted from this very severe test. Delicate instruments were necessary to detect any effect, for to the ordinary observer the tractor parts showed no evidence of being any the worse for their unusual experience.

The convention was closed by a banquet at the Racine Hotel, attended by the sales force, officers of the J. I. Case Plow Works and of the Wallis Tractor Co., factory superintendents and foremen, and by the J. I. Case Twenty Year Club. The latter organization consists of sixty-seven members of the J. I. Case Plow Works, both in the sales and manufacturing ends, that have been with the company from twenty to forty years. Each member of this club was presented with a gold watch fob and a substantial check in recognition



of the long and loyal service they had rendered the company.

It has been the custom of this company from year to year to present the branch house which has the largest number of sales points with a loving cup. The cup has been won in past years by the Minneapolis, Omaha, Kansas City and Dallas branches, the latter having had it twice. This year the honor went to the St. Louis branch of which P. R. Borman is manager. For individual sales effort Emil B. Hansen, who is now in the Officers' Training Camp at Camp Taylor, Kentucky, won first prize in the derby race. This was a \$500 liberty bond. The second prize, a \$150 liberty bond, went to L. H. Slade of Dallas; and J. B. Blackstock of St. Louis took third prize of \$100.

### Avery Men Hold Conference.

The annual conference of northwestern branch house managers and salesmen of the Avery Co., Peoria, Ill., was held at Minneapolis Sept. 20 and 21. About fifty attended the opening dinner, at which the out-of-town men were the guests of the men of the Minneapolis branch.

Among the speakers were Professor L. B. Bassett, head of the Food Administration threshing division in Minnesota, who spoke on the way in which waste in threshing had been eliminated this year, and W. I. Nolan, a Red Cross and War Savings Stamps worker, who gave a patriotic address.

### Bearings On Essential List.

The Priorities Division of the War Industries Board, in its circular No. 19, dated Sept. 3, placed manufac-

turers of ball bearings and steel balls on the preference list with a rating of "Class B-3", conditioned upon their executing and filing pledges of co-operation with and observance of the rules of the Priorities Division.

### Matt Klein Joins Case Force.

Matt Klein has been appointed assistant advertising manager of the J. I. Case Plow Works at Racine,



MATT KLEIN

Wis. Mr. Klein has been for several years assistant advertising manager of the Mitchell Motors Co., and later held a similar position with the Racine Rubber Co.

### Gale Corn Planter Sold.

The Ohio Rake Co., Dayton, O., has purchased all patents, patterns and good will of the Gale Sure Drop corn planter from the Gale Mfg. Co., Al-

bion, Mich. The new owners will continue to manufacture the line in standard types and furnish all attachments and repairs. The planter has been on the market for a number of years.

### Grinding Mill Business Sold.

The E. W. Ross Co., Springfield, O., has purchased the grinding mill business of the Superior Mfg. and Mill Co. The mill will hereafter be known as the Ross Improved Superior Duplex. It will be made in various sizes and a number of improvements will be introduced.

### Joins Kentucky University.

Mark Havenhill, for several years connected with the agricultural college at Ames, Ia., has been appointed head of the farm mechanics division of the College of Agriculture, University of Kentucky, at Lexington.

### Make Tractors From Now On.

The Northway Motor & Mfg. Co., Detroit, a branch of the General Motors Corporation, has announced discontinuance of the manufacture of passenger automobiles for the duration of the war. It will now manufacture tractor motors.

### Dairy Council to Meet.

The National Dairy Council will hold its annual convention in connection with the National Dairy Show, to be held at Columbus, O., Oct. 10 to 19. Plans to promote the dairy industry in line with the Government's recent request for increased use of dairy products will be discussed.

## Part of N. I. & V. A. Convention Program Announced

That the slogan "War Service Convention" adopted for the twenty-fifth annual convention of the National Implement and Vehicle Association, Chicago, Oct. 16, 17, and 18, will be the prominent tone throughout the days' sessions, is shown in the program, part of which has been arranged. Among the topics are the following:

"Farm Equipment Control," Junius F. Cook, assistant to the Secretary of the U. S. Department of Agriculture.

"War Financing," D. F. Forgan, president National City Bank, Chicago.

"Our Government's War Organization," G. A. Ranney, Secretary-treasurer International Harvester Co., Chicago, and chairman of the executive committee of the association.

"Some of the Effects of Government Operation of our Railroad Systems," W.

H. Stackhouse, manager French & Hecht, Springfield, Ohio.

"Labor," H. F. Perkins, division manager of manufacturing, International Harvester Co., Chicago.

"Development of Power Farming and What it Means in Helping Win the War," Finley P. Mount, president, Advance-Rumely Thresher Co., La Porte, Ind.

"Farm Implements Committee," C. S. Brantingham, president Emerson-Brantingham Co., Rockford, Ill., and president of the association.

Other speakers representing the Government at Washington and others of the industry will be added to the foregoing list, and will speak on other war themes affecting the farm operating equipment industry.

Those expecting to attend the coming convention are warned that they should make their hotel reservations

early, for there are other large conventions held in Chicago at about the same time. While the convention headquarters will be at the Congress Hotel, there are others of the leading hotels conveniently located nearby.

It is suggested that those attending the convention should bring with them their military registration and classification cards. All of the convention sessions will be open to all those in any way interested in the farm operating equipment industry—manufacturers, distributors and dealers. The attractiveness of the "War Service" program and the open door policy of the association should insure by far the largest attendance in the twenty-five years of the association activities.





### How They Do It in France.

GEORGE E. GRAHAM, formerly bookkeeper for the Associated Manufacturers' Co. in Omaha, now in the field artillery in France, has shaved his head, is growing a moustache, and is taking lessons in French from pretty French girls in their own parlors. At least that is what he wrote and said to H. T. McManus, manager of the Associated Manufacturers Co.

Mr. Graham, he says, wrote that he and a "pal" got acquainted with two charming French girls, but as it is not in accordance with French propriety for a girl to be seen on the street with a man unless it is her brother or father, they could not even take the girls to a show. Yankee ingenuity asserted itself here, however, and Graham decided the next best thing was to go to the home of the girls and study French. The boys armed themselves with French-English and English-French dictionaries, and spent the evening in the parlor. He said they got along very well by talking in sentences of

one and two words at a time, and with much thumbing of the dictionary.

### Promoted to Captaincy.

FIRST LIEUTENANT WILLIAM H. TAYLOR, JR., son of William H. Taylor, formerly manager of the Kansas Moline Plow Co., Kansas City, and now president of the Overland Motor Co., Chicago, has been commissioned captain, according to a recent issue of the Army and Navy Journal.

The young man is 26 years old. He was a graduate of the Western Military Academy of Upper Alton, Ill., and served on the border eight months with the First Minnesota regiment. He is now with the Marine Corps, in which he was appointed a second lieutenant a year ago last May. He has been in France for over a year.

### Was Home on Furlough.

LLOYD ANTHONY of Omaha, a corporal in the Eighth Division, Ammunition Train, visited his home recently on a brief furlough from Camp Fremont, Cal. Mr. Anthony was formerly connected with the Hooven and Allison Co. on the road and in the office.

E. W. GEHRKE, house man with the J. I. Case Plow Works in Omaha,

has entered training in the balloon school at Fort Omaha.

C. W. SEIPEL, assistant manager of the Oliver Chilled Plow Works at Omaha, has gone to Camp Grant, Rockford, Ill., to enter army training.

## EXPLAIN IRON AND STEEL REDUCTIONS

(Continued from page 19)

ing such order shall report the tonnages involved to the Farm Implements Committee on forms which will be supplied by such Committee, which will in turn keep a record of such transactions and report to the Priorities Division from time to time the tonnages furnished and to be furnished to each manufacturer.

Your industry is so large, so varied and so important, that the Priorities Division must in the future, as in the past, avail itself of the efficient and patriotic assistance of your Farm Implements Committee in administering the program here outlined. It will also with confidence rely upon the wholehearted cooperation of each member of your industry with such committee and with this Division in determining upon a manufacturing program and a basis for the distribution of your products which will result in a maximum conservation of labor and materials and a maximum production of foods and feeds during the "Second period," being assured that when the war shall have been won the problems which now confront us will have been solved.

# E-B

## 12-20 S. A. E. Rating Model AA

### This Tractor Out-Performs Your Promises

THIS light, compact, powerful tractor does far more for your customers than you claim.

You can be *enthusiastic* about the E-B 12-20 Model AA—and yet be *safe*.

For example—the 12-20 horse power S. A. E. rating:

Tell your customers that it means Society of Automotive Engineers Rating, the most conservative power rating in the United States.

In actual work the E-B 12-20 Model AA develops 15-25 horse power—25% *More Than Claimed*.

That's why this powerful little machine pulls three 14-inch bottoms through clay or gumbo where other tractors "stall."

That's why it does all its work *easily*. No space for specifications here—but *write*.

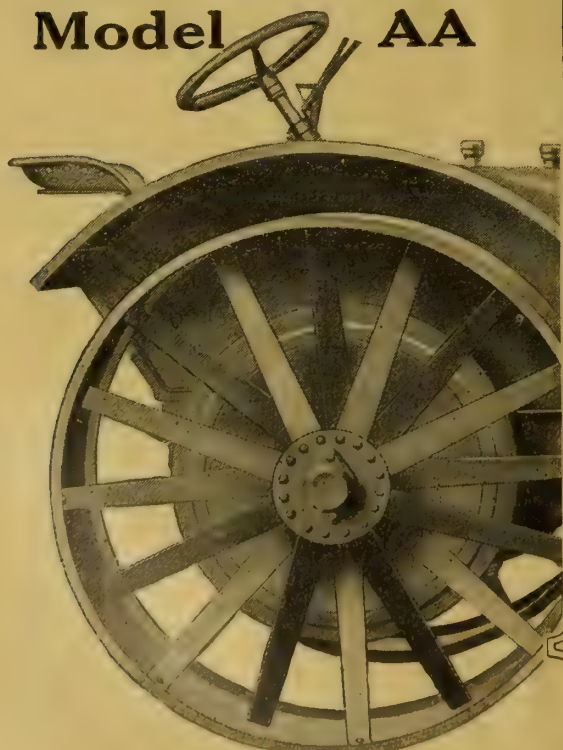
Get the facts regarding what E-B 12-20 Model AA will do for your customers and for YOU.

Emerson-Brantingham Implement Co., Inc. Rockford, Illinois

Good Farm Machinery Established 1852

Your Problem—To increase crops with decreased help

Your Remedy—E-B Tractors and labor-saving machinery





# Steel Price Concessions Are Now in Effect

Additional Reductions Are Made to Implement Makers Beside the Cut in Merchant Steel Announced in August.

New York, Oct. 1.—Official confirmation of the concession of \$5 per ton in the price of merchant steel bars made by the steel companies to the agricultural implement makers in August was withheld until about the middle of September because the steel producers desired that the lower price be kept secret, fearing that the concession might be followed by demands for lower prices to other consumers of merchant steel bars. It will be recalled that the concession in price was made at the request of the Government to forestall any advance in the price of agricultural implements.

It develops also, that for the same reason concessions were also made on other steel forms which go into the manufacture of agricultural machinery. Shafting is to be furnished the agricultural implement makers at 25 per cent discount against 17 percent from the list, the regular Government price. As one point represents about \$1.00 per ton this amounts to nearly \$8.00 per ton concession. Agricultural discs were reduced to 7.5 cents base. The price on all agricultural steel apply on purchases for the remainder of the manufacturing year, which ends July 1, 1919. Contracts made since July 1, 1918, are to be revised to the new level. All of the prices are Pittsburgh base.

## War Needs Steadily Increase.

In the past two weeks the demand for steel for war purposes has increased enormously. There is a direct and close relation between the output of the steel works of the United States and the steady pushing forward of the American battle line in France. General Pershing has made a demand for 100,000 three-inch shells a day and this is not regarded as especially remarkable. From the battle front also comes a call for 150,000 tons more barbed wire to be shipped during the first half of 1919. Italy alone calls for 60,000 tons and Great Britain will need 90,000 tons.

Early this month, 34,000 tons of barbed wire for France was distributed among the mills, and in the last week 22,000 tons additional for France were allotted. The latter tonnages are for shipment this year. From September to the end of this

year American mills will ship nearly 200,000 tons of barbed wire into the fighting zone.

The manufacture of steel projectiles has not yet reached its limit and the manufacture of semi-finished steel shells is about to begin on a large scale. Already, orders for about 20,000,000 semi-steel shells have been placed with pipe works, stove foundries and automobile manufacturers. The Government program calls for 33,000,000 of such shells of various sizes in ten months, this being in excess of 100,000 a day. It is proposed to enlist the services of 150 foundries to produce these shells which are made with 30 per cent of steel scrap and 70 per cent of pig iron. In the Cleveland district, an order for 10,000,000 75-mm shell forgings was given to the Hydraulic Pressed Steel Co., which has enlarged its facilities and is now turning out 70,000 shell forgings a day.

## Iron Region Scene of Battle.

It is of great interest to the iron and steel industry that most of these munitions will be used by the American forces in France, which are now at the gateway of the Minette iron ore region, an unusually rich section, and the chief dependence of the Central Powers for iron and steel.

At the Washington conference, held last week between the War In-

dustries Board and representatives of the iron and steel makers, an advance of \$1.00 per ton was given to merchant furnaces making basic and foundry pig iron. Lake Superior iron ore producers were granted an advance of 25 cents per ton but eastern iron ore producers were denied any advance. Manufacturers of finished steel products were also refused any increase in prices. Pittsburgh and Birmingham were made basing points for pig iron. The Pittsburgh base was limited to furnaces north of the Potomac and east of the Alleghenies. The small furnaces in Tennessee, Virginia and eastern Pennsylvania that have suffered most from high costs and low selling prices, are especially benefited as they are able to add the freight rate from the basing points to the \$1.00 per ton advance in the selling price.

Small steel companies that are dependent upon the open market for basic pig iron while they must pay a dollar per ton more for their raw material were denied any advance in prices for their finished product. The disappointment of such mills is keen. The Pittsburgh and Birmingham basings on pig iron do not apply on the output of low phosphorus and charcoal iron. The merchant furnaces using Lake Superior ore will benefit only 50 cents a ton from the advance in the selling price of pig iron because they are obliged to pay 25 cents per ton more for the ore and it requires about two tons of ore to make one of pig iron.

## Eight-Hour Day Is Accepted.

On the afternoon of Sept. 25, the United States Steel Corporation announced that it had adopted the eight-hour day as the basis for calculating wages and working periods for its employes, thereby abandoning its long opposition to the eight-hour standard. The change becomes effective October 1. About 75 per cent of the 275,000 workers in the mills and mines, at furnaces and among the transportation organizations will be benefited. This is equivalent to an increase of about 25 per cent in wages. This larger payment to employes, however, means that there will be less surplus for the Government in war taxes.

**Statement of the ownership, management, etc., of the Implement & Tractor Trade Journal, published weekly at Kansas City, Mo., required by the Act of August 24, 1912:**

Editor, George F. Massey, Kansas City, Mo.

Business Manager, Fred Milburn, Kansas City, Mo.

Publisher, Implement Trade Journal Co., Kansas City, Mo.

Owners of 1 percent or more of stock—

Carl W. Hertel, Winnetka, Ill.

A. L. Hall, Kansas City, Mo.

W. H. Creager, Kansas City, Mo.

Fred Milburn, Kansas City, Mo.

No bonds or mortgages ever issued by the company.

FRED MILBURN,

Business Manager.

Sworn to and subscribed before me

this 1st day of October, 1918.

LULU F. MILLER,

Notary Public.

My commission expires October 2,

1920.



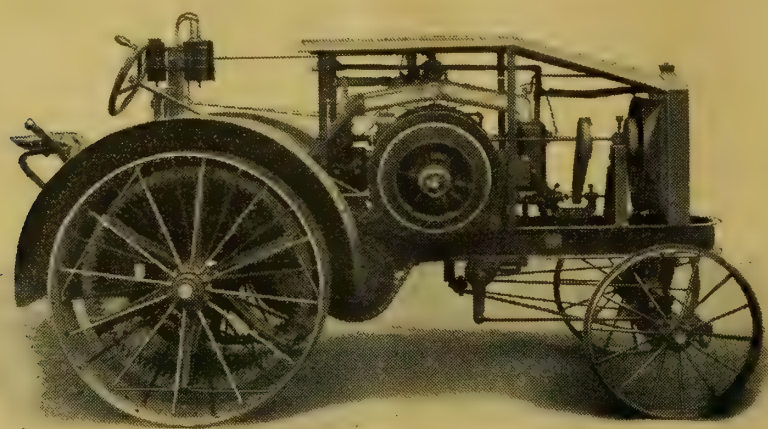
# One of the Earliest Tractors Made

ONE of the earliest successful tractors offered to the trade was the Leader, designed and built at Grand Rapids, Mich., by the Leader Engine Co. Later the plant was moved to Detroit, Mich., and in 1915 it was purchased by the Dayton-Dick Co. and moved to Quincy, Ill., where it is still built.

Mr. Dayton, the president of this company, owned and operated a farm of 480 acres not far from Quincy. This is a very hilly piece of land. Seven years ago farm help was scarce and hard to get, he decided to install a tractor and of the very few tractors then on the market the Leader was selected.

shaft as standard with the oil rings forged on them, thus becoming a part of the shaft itself, reinforcing same and adding fully 50 percent to its strength and this shaft was supported in very generous bearings, the two being 15½ inches long. This shaft was guaranteed for a period of five years from breakage from any cause.

The transmission was designed to stand 100 h.p. while the engine was, and is still rated as a 12-18. Connecting rods are drop forged and the bearings are interchangeable die cast, high duty, babbitt metal with bronze back, made by The Modern Die & Tool Co., Indianapolis. Lubrication is not overlooked and the Detroit force-feed



KEROSENE IS NOW USED AS FUEL FOR THE LEADER

It came in due time and was installed upon that farm and was a success, and inside of the ten days' trial period granted by the manufacturers it was accepted and paid for. That same tractor did the work on that farm successfully, year after year, until some two months ago when it was sold to a neighbor farmer for \$600.00, and inside of twenty-four hours after it was taken off the farm another Leader was installed. The total expense of upkeep for the seven years this tractor was used was less than three percent of its original cost.

Another Leader tractor that has made a wonderful record is owned by Edward Valentine of Lincoln, Ill. He bought it in 1911 and has used it each season since then. He said that two weeks ago his total expense for replacements, other than dry batteries and belting, had been but \$3.50, just one bearing.

In the early days of tractor development, crank shafts frequently broke, so did transmission gears; to overcome these weaknesses the Leader designer adopted a 2½-inch diameter crank

oilier is a regular equipment. Cam shafts were a one-piece drop forging made by the General Drop Forge Co. of Buffalo, N. Y.

The Leader was originally a double chain final drive and nothing but the very highest quality of chain was used, made by the Diamond Chain and Manufacturing Co. of Indianapolis. Simplicity and accessibility are other important features of Leader design. All parts are easy to get at for inspection and adjustment and all adjustments can be made with the tools that are furnished as a regular equipment. The cooling system was originally an open type of radiator with centrifugal pump, today the equipment is a Perfex radiator, Oakes fan and centrifugal pump.

The first design of motor and transmission are still used and without change in dimensions or design. Refinements and betterments have been worked out by Leader engineers and kerosene is now used as fuel. The same grades of materials and same care in assembling and testing are yet used. Leaders are now in their

eighth year of construction and as late as October, 1917, every Leader tractor sold the first year that they were offered to the public was still in commission as a tractor.

## Outlines Plans of A. I. C.

The development of America's foreign trade after the war and the promotion of co-operation and trade relations among all the allied nations is the aim of a new organization known as the Allied Industries Corporation, formed recently in New York, with Alfred I. du Pont of Wilmington, Del., as chairman of the board of directors. The Grand Central Palace will be the home of the organization. In a statement by Mr. du Pont the plans of the organization are outlined in part as follows:

"It is proposed to centralize here the entire flow of foreign trade. The Grand Central Palace will become the home of a commercial union of nations, the object of which will be to foster reciprocal international trade relations, the establishment of international customs tariffs, standardization of merchandise, the promotion of international legislation affecting trade relations and of international good will and co-operation. It will investigate market requirements and natural resources, tabulate exporters and importers and disseminate information. Trade marks and patents will be listed and financial investigations made and kept on file."

In connection with this will be conducted the Allied Club, a club for the social and business use of business men with international interests. One of the plans is for a series of World's Fairs to be opened in 1920 and to consist of a three months' exposition. The plan is for the fair to be held for two years in New York and thereafter rotate among New York, London and Paris.

## Fear Grain Loss by Fire.

Iowa's food administrator, J. F. Deems, is deeply concerned about the danger of grain loss by fire and has issued a statement urging farmers, railroad managers, and everybody else to cooperate in avoiding this menace.

Travel through the state discloses that much grain and hay is stacked near railroad lines. Railroad rights of way for the most part are covered with rank growth of weeds, and farmers are urged to stack as far from them as possible, and to plow guards 75 to 125 feet within their fences, burning the strip from the furrows to the railroad.



## There's a Hyatt Equipped Tractor to Fit Any Farm

Whether your customers want a two-plow machine or one that can pull 18 discs thru Texas black wax, whether they farm 40 acres or four sections — there's a Hyatt Equipped Tractor to fit their needs.

And Hyatt Equipment means a minimum of time spent in oiling and repairing of shafts and axles, greater life for the tractor and the maximum power of the engine delivered at drawbar and belt at a saving in fuel.

The majority of all tractor builders recognize these facts and use Hyatt Bearings in the construction of their machines.

If you would like to know what Hyatt Equipped Tractors you can get to fit the needs of farms in your territory, write us, stating the average size of the farms and the character of the soil.

**HYATT ROLLER BEARING CO.**  
Tractor Bearings Division  
CHICAGO

Motor Bearings Div.  
DETROIT

Industrial Bearings Div.  
NEW YORK CITY

**HYATT**  
ROLLER BEARINGS





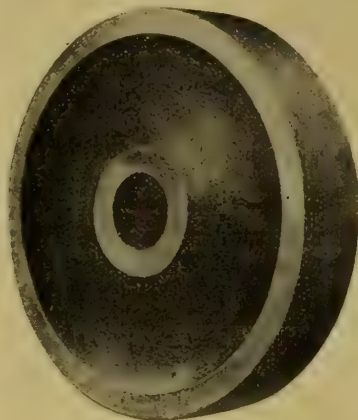
# Tractor Parts and Accessories

## Rolled Steel Gears

THE question of securing gears to meet present conditions in various lines of industries has been a constant problem in the minds of all men who have to do with branches in which gears are used. This problem is similar to that of railway men some fifteen years ago, when the increased sizes and resulting loadings of cars, both steam and electric, called for wheels better than the old cast type.

To meet that demand a process was invented to forge and roll wheels from

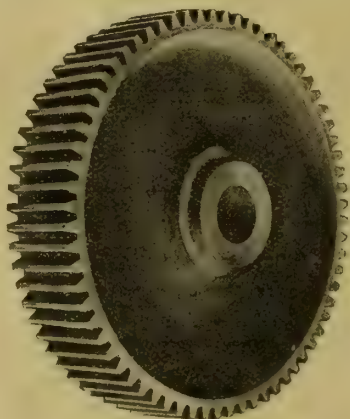
gear blanks. This method of a maximum amount of rolling and forge work secures a desired close grain



ROLLED STEEL GEAR BLANKS

structure which will readily yield to final refinement by the proper methods of heat treatment.

The superiority of such gears over all other types was so well demonstrated in railway service and industrial plants wherever they were used, a natural demand for them came from



FINISHED GEAR

tractor builders in whose machines a broken gear is as serious a handicap to the user of a tractor as in the other lines of industry. Carnegie Steel Co., Pittsburgh, Pa., is supplying as many blanks for tractors as demands for them in other lines will permit.

## Capitalization Is Increased.

As the result of increase in business, the Vacuum Muffler Corporation, New York, has increased its capital stock to \$200,000. The company has been incorporated under the laws of the state of New York, and the new name will be the Vacuum Muffler Corporation of America.

The officers will be Oluf Kiaer, president and treasurer; Gunnar Hartman, vice-president; D. K. Keller, secretary, and C. S. Shuman, general manager. The board of directors will consist of Erling Christophersen, Oluf Kiaer, Gunnar Hartman, T. Langland Thompson and Dennie K. Keller.

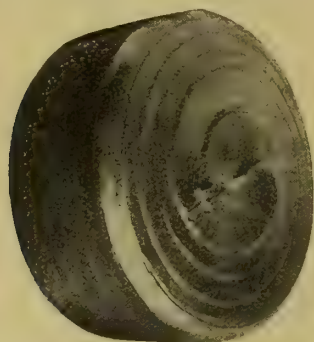
The Vacuum muffler, which is a scientific silencing device for all internal combustion engines, is made especially for farm tractors, motor trucks, farm lighting plants, motor boats and aeroplanes.

## L. M. Wainwright Dinner Host.

Patriotism was the dominant note at a dinner given Sept. 12 by L. M. Wainwright, president of the Diamond Chain and Mfg. Co., Indianapolis, Ind. Mr. Wainwright was host to seventy-seven persons at the head of departments and divisions of his organization.

Mr. Wainwright outlined plans for the coming year and emphasized first, that his employes manifest their patriotism by buying Liberty Bonds, War Savings Stamps and by supporting other methods by which the Government is financing the war. Secondary in importance, according to Mr. Wainwright's standard, is that all his 1,000 co-workers exert their energies and talents toward a continuous and increased production of chain needed directly and indirectly by the Government.

The Ohio General Tractor Co. has been incorporated at Cleveland, O. The capital stock is \$300,000. The incorporators are J. L. Francis, E. E. McCloud, Sam B. Fitzsimmons, H. C. Berghaus, and Nelson Gorman.



DISK FROM WHICH GEAR BLANKS ARE ROLLED

steel slabs, which process with later improvements has been an important factor in the wonderful development of modern railway equipment. The gear user's problem was a similar one. Cast gears, whether of iron or steel, were not sufficiently strong to stand the wear and tear of the severe service of such equipment as the modern electric car, heavy industrial crane, etc.

It therefore became imperative that the difficulty in maintaining gears in such service be met if possible, and it was decided to apply the forging and rolling process to the manufacture of gear blanks with a result that gears out from such blanks, if properly heat treated by the cutter, may eventually wear out but they will never break.

In the manufacture of these blanks a large steel ingot is first rolled into a cylindrical bloom of proper diameter from which individual discs of the proper length are then cut. These discs are then forged and rolled into



## TANK HEATERS

Are a big paying investment for any farmer. Are you prepared to furnish? Refer to catalog page 375.

Send us your mail orders.

**STOWE**  
KANSAS CITY





*Showing the Spirex Radiator as it appears on the Waterloo Boy Tractor*



## How the Radiator Helps You Sell

**P**URCHASERS of farm tractors realize that the cooling system is a vitally important part of the tractor's construction.

They know that this cooling system must be of unusual merit and built especially to meet the extreme conditions brought about by these big, powerful, internal-combustion engines that work constantly at maximum loads.

Therefore, when you are selling a tractor equipped with a Modine Spirex Radiator, you have a big selling help in pointing out the fact that after thoro tests in actual farm work, the Spirex Radiator has been selected by tractor manufacturers for use on the majority of all the higher priced tractors that will be built this year.

You can tell your customers that because of the distinctive Spirex construction, this radiator has a greater cooling capacity than any other radiator yet designed for tractor service.

You can point out the fact that the Spirex Radiator possesses wide water channels, that it has no pockets or dead water spaces, that there are no joints in the front of these water channels, and that both the fold and the lap at the rear of the radiator are soldered both on the outside and on the inside—which is the secret of Spirex leak-proof construction.

Because of its light-weight and unusually sturdy build, the Spirex Radiator possesses far more than ordinary durability. It is built to withstand the roughest usage to which a tractor can be put.

Use these good sales features in selling Spirex Equipped Tractors.

**Modine Manufacturing Co.**  
Racine, Wisconsin



## Fuller Bins of Grain



When threshing is over and the grain is in the bin, your customers will find that if they have used Thomas drills for planting the seed, the results will be most apparent. Fuller grain bins filled with larger kernels of grain are the results of Thomas drilled crops.

Thomas drills are good selling implements. Your customers are ready to buy drills which do such thorough work that at the end of the season the owner's grain profits are increased.

Thomas drills are adapted for use with either horses or tractors. A correct tractor hitch, levers that are easily operated from the tractor seat, and a strong frame for enduring hard tractor usage are features that make Thomas drills especially fitted for use with any light standard tractor.

A postal to the nearest branch will show that you are interested in increasing your profits by selling Thomas drills.

Manufactured by  
**The Thomas Mfg. Co.**  
Springfield, Ohio

For

**Oliver Chilled Plow Works**  
Plowmakers for the World

Kansas City, Mo.      Omaha, Neb.

### KANSAS CITY



## Slow in Making Contracts

### Dealers Have Little Apprehension of an Implement Shortage.

Kansas City, Mo., Oct. 5.—Apparently there will be very little business in the West Bottoms this coming week to detract from the 100 percent Fourth Liberty Loan Campaign. Captains are organiz-



HOW MUCH DOES IT WEIGH?

ing teams to canvass the implement men's section of the city.

Business during the past week has been slack. Some of the houses have been cleaning up a few drill orders. Drills reaching the greater part of the territory at this time, however, would be pretty late for practically all of the fall seeding has been completed. In some sections it is said that a good stand of wheat is making its appearance.

There has been some anxiety on the part of the distributors as to what the 25 percent steel and pig iron reduction to farm equipment manufacturers will mean to the trade the coming year. Work on the dealer contracts and fall settlements is proceeding. The contract work is rather slow, the dealers evidently waiting for the conventions.

### Witness the Evidence.

F. W. Rebstein, division sales manager for the John Deere Plow Co., and A. L. Clark, comptroller and auditor for the company, have returned from a vacation fishing trip on the Marais De Cygne River in Miami County, Kansas. There were a good many stories after their return but the best one was about a spoon bill catfish. As evidence of the size of this miniature whale witness the pictures. Taking the average weight of

all of the sworn statements the fish weighted 30 pounds. Now was that 30 pounds dressed or undressed?

### Tractor Club Board Meets.

The Board of Directors of the Kansas City Tractor Club held a meeting last Monday night at the Hotel Muehlebach. The Board discussed the serious labor situation facing employers in the West Bottoms. Office men are few and far between and the obtaining of warehouse men is a problem. The board listened to an explanation of the method of securing deferred classification in the draft for men necessary to their businesses and will give time to this subject at the meeting of the club Friday evening.

Members of the board following the meeting said there was a possibility that it would be necessary to limit the space reservations for the 1919 National Tractor Show. If necessary this will be due to the large number of companies making reservations for show space. At the present time more companies have made space reservations than exhibited at last year's show.

### Frank G. Dew Was Killed.

Frank G. Dew, a brother of Charles Dew, house salesman for the Parlin & Orendorff Plow Co., was killed last week by a motor car in Denver. Mr. Dew formerly lived in Kansas City. He was buried in Kansas City Sunday.

### Cut in Machinery Supply.

S. C. Case, assistant general manager of the Ann Arbor Machine Co., Ann Arbor, Mich., was in the city Tuesday calling on the Parlin & Orendorff Plow Co. Mr. Case says that the problems of the manufacturer at the present time are many. The supply for the coming year will undoubtedly be noticeably cut, he believes.

"Prospects for the coming year are most uncertain," Mr. Case said, "I question whether we will be able to supply the trade with 75 percent of the machinery they will expect from us. It may



LOOKS PRETTY GOOD ANYHOW

be that we will be able to furnish only 50 percent. The materials question is a handicap to us but the most serious of our problems is the labor situation."

Ira T. Wait, manager for the Stover Mfg. & Engine Co., was in Ottawa and Wellsville, Kan., this week.



# J. I. CASE

## TRACTOR PLOWS

There are many reasons why famous J. I. Case Tractor Plows insure easier, quicker and more profitable sales for dealers.

First, they embody the mechanical features that farmers want. Second, these features are powerfully capitalized in national advertising, which sells the farmer.

Extreme light draft is one feature. The "drag" of furrow bottom and landside pressure is eliminated in this plow. It rides on its three wheels like

a wheeled vehicle—instead of dragging like a stone boat.

It has a simple, sturdy, power lift; is easily handled from tractor seat; enters and leaves the ground instantly, point first, like a walking plow.

It permits turning more acres per day and plowing deeper—with less fuel, labor and repair expense. It makes the tractor a better investment.

If you are not yet a member of the great J. I. Case Dealer Family, your correspondence is invited.



**J. I. CASE PLOW WORKS, 125 W. Water St., Racine, Wis.**

Dallas, Texas  
Denver, Colo.  
Kansas City, Mo.

BRANCHES:  
Omaha, Nebr.  
St. Louis, Mo.  
Washington, D. C.

Oklahoma City, Okla.  
Minneapolis, Minn.  
Indianapolis, Ind.





## SIOUX FALLS



## Crops Break All Records

## General Prosperity Causes Increase in Truck and Tractor Sales.

Sioux Falls, S. D., Oct. 3.—This has been an unusually favorable year for South Dakota so far as the production of crops is concerned. For the first time in the history of the state South Dakota this year raised a corn crop in excess of 100,000,000 bushels. The wheat production of the state this year is esti-

mated at 70,000,000 bushels; oats, 72,000,000 bushels; barley, 31,000,000 bushels. The value of these four crops at the prices fixed by the Government is \$363,000,000.

In addition to the grain crops, South Dakota has produced vast amounts of live stock, having become one of the greatest live stock producing states of the Union. The crop of alfalfa and other hay for this year also is an enormous one, and the shipment of the surplus to the other states will give the farmers large additional sums. With the production of gold and other minerals, hay, vegetables and other grain crops raised in the state this year, it is estimated that South Dakota for the year 1918 has produced new wealth to the value of not less than \$500,000,000.

The business of the retail implement

and vehicle dealers of South Dakota at present is confined almost wholly to pushing the sales of trucks and tractors. Numerous sales of both trucks and tractors are reported from all parts of the state. In practically every town in the agricultural districts it is nothing uncommon to see daily one or more trucks and tractors being taken to farmers.

## Farmers Are Buying Liberally.

The farmers in the extreme southern part of the state were the last to realize how convenient trucks were on a farm, but they now have come to the conclusion that the old method of hitching up the teams to haul grain and other produce to market has become entirely out-of-date and are becoming liberal purchasers of trucks. The farmers of South Dakota generally have profited greatly from this season's crops and most of them have more money than they know what to do with. Some of their surplus wealth is being put into trucks and tractors, thus putting them in a position where they can perform their farm work much more easily and at the same time easily increase their crop acreage if they wish to do so.

The convenience and different uses of tractors recently was demonstrated at Bath, a small town in the northern section of the state. The town has several elevators, but the farmers of the vicinity rushed grain to market in such quantities that the elevators were pushed to their utmost taking care of it. A great part of the difficulty was due to the lack of switching facilities, the elevators for a time being unable to have filled cars hauled away promptly and empty cars substituted for them.

During the most critical juncture, when it looked as if the elevators would have to cease purchasing grain, A. B. Dean, who is a member of the county council of defense, and owner of a tractor, went to the rescue, and with the tractor switched cars to and from the elevator for several days, or until the worst of the grain rush was over. The tractor pulled the loaded and empty cars along the track to and from the elevator with about the same speed as a locomotive and thus enabled the elevator men to keep the grain moving.

# Bennett

## KEROSENE CARBURETOR

### The Tractor Buyer Demands Kerosene

**T**HE tractor buyer demands a kerosene tractor. He can't afford to run any other.

He has just learned how to operate a gasoline engine and he expects his kerosene tractor to run as easily as it does. He won't make a success of a made-over gasoline tractor or of a double-barreled make-shift.

The kerosene tractor with the kerosene engine and the KEROSENE CARBURETOR is the only tractor that will satisfy him. It is the only tractor

that will take care of the special difficulties of kerosene.

The tractor buyer is satisfied when he purchases a kerosene tractor equipped with the Bennett Kerosene Carburetor—the standard kerosene carburetor. For seven years, the Bennett has been a vital factor in the success of the leading kerosene tractors.

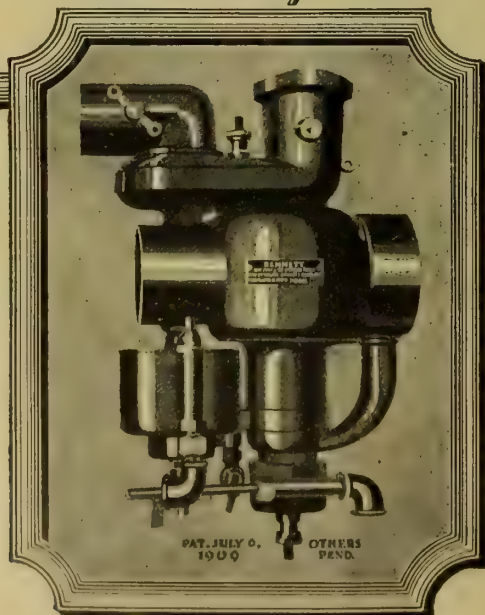
#### Bennett Carburetor Air Cleaner

**T**HE Bennett Carburetor Air Cleaner was the leading accessory at the Fremont Show. It keeps dust and sand out of the engine and carburetor. There are now more than 40,000 in use. Send for information.

## WILCOX-BENNETT CARBURETOR CO.

Specialists in Kerosene Carburetors

*Minneapolis*



#### No Use.

Mother—And so my little man didn't cry when he fell down.

Little Man—There wasn't anybody to hear!—Twentieth Century Farmer.

## RUSTICENE

Trade Mark Reg'd—Pat. Off. Wash.

### LOOSENS METAL JOINTS

Bolts, nuts, pins, thumb-screws, spring-clips, knuckles, shaft-bearings and turn-buckles are readily released following the application of a few drops of RUSTICENE from an oiling can.

Free from acids or alkali; will not injure metal, rubber, wood, leather or fabrics; dissolves rust, verdigris, red or white lead, ammonia scale, paint, tar or grease.

#### A Farm NECESSITY!

Works Instantly!

(Non-Inflammable)

THIS IS THE BIGGEST OPPORTUNITY FOR RETAIL DEALERS TO MAKE QUICK, CLEAN PROFITS. Rusticene enables farmers to keep implements and tractors in good condition without "expert" help.

Gramoline Co., Ltd.,  
11 So. LaSalle St., Chicago



# Here's the Small Cylinder Sheller FOR USE WITH FARM TRACTORS

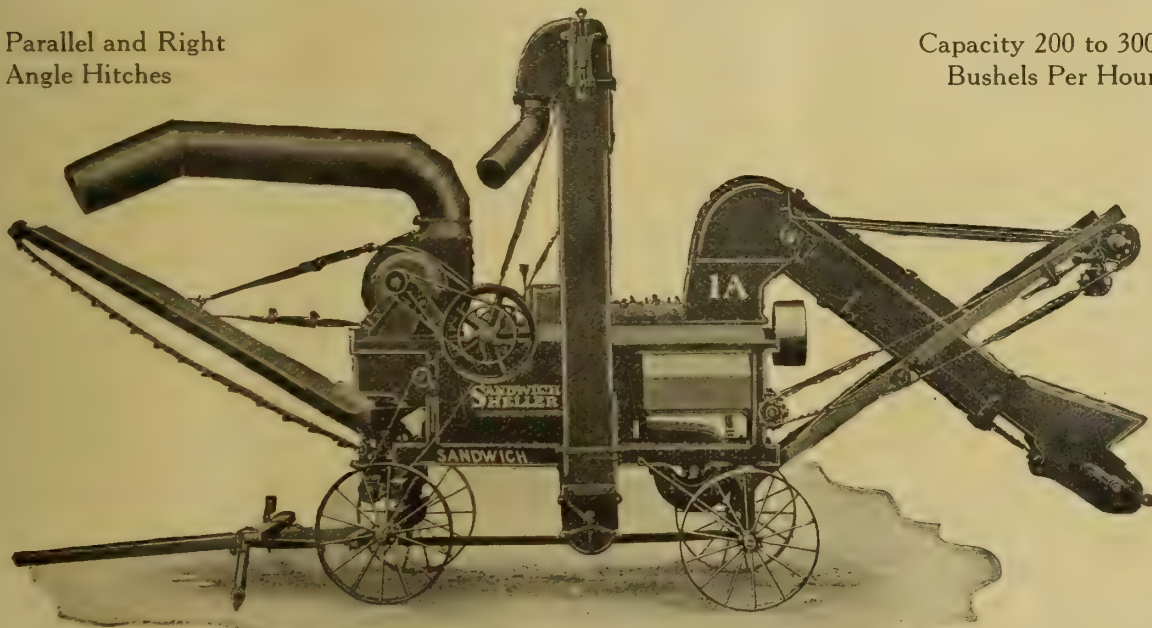
Makes the Farmer With a Tractor  
Independent of Outside Shelling Help

Many Customers throughout the "Corn Belt" waiting to be Sold Such  
a Corn Sheller

TRACTORS DEVELOPING 12 HORSE BELT POWER WILL RUN SHELLER TO FULL CAPACITY

Parallel and Right  
Angle Hitches

Capacity 200 to 300  
Bushels Per Hour



No. L-A. SANDWICH DUSTLESS CYLINDER SHELLER

For Husked or Snapped Corn, Shells corn clean from cob and cleans the shelled corn perfectly.

DRAG FEEDERS FURNISHED WHEN WANTED

There's over sixty-two years Corn Sheller Manufacturing experience back of this sheller. Hurry and obtain the agency before territory is allotted to others.

We also make larger Cylinder Shellers and a full line of Spring Shellers.

## SANDWICH MANUFACTURING CO.

SANDWICH, ILLINOIS, U. S. A.

Branches: Council Bluffs, Ia.; Kansas City, Mo.; Cedar Rapids, Ia.; Peoria, Ill.



# "NORMA" PRECISION BALL BEARINGS

(Patented)



Measure the value of a machine in terms of service—not in dollars and cents. What is its earning power? Is it continuously profitable? How long will its earning power last? Check up the first cost by the answers to these questions. Thus only can the right conception of values be had.

"NORMA" Precision Bearings, the standard bearings in high-grade ignition apparatus and lighting generators, are important factors in maintaining the service qualities of the cars, trucks, tractors, power boats and airplanes on which these dependable accessories are used.

Be SURE. See that your Electrical Apparatus is "NORMA" equipped.

**THE NORMA COMPANY  
OF AMERICA**  
1790 BROADWAY  
NEW YORK

BALL, ROLLER, THRUST, COMBINATION  
BEARINGS.



## Realize Need of Tractors

### Demand For Engine Plows Proves Extended Use of Machinery.

Minneapolis, Minn., Oct. 3.—Early collections on Oct. 1 accounts have been moving along in good shape, and the indications point to an exceptionally good cleanup of these accounts. If this proves to be the case, the Nov. 1 accounts ought to come along even better, for the grain has moved early and freely this fall. The situation proves that there was more money available in some sections than was expected.

The demand for engine plows continues to hold up strong, although the plowing season for fall is drawing to a close. It is quite possible that some plowing may be done for several weeks, but heavy frosts may cut it down to a few days. Notwithstanding this, there is a constant call for engine plows, and also for the horsedrawn variety. The former are in such demand as to point to a continued demand for tractors and tractor work on the farms of the northwest. That seems to be the only answer to the pressure upon the farms caused by the scarcity of farm labor. Only by the continually expanded use of machinery to replace manual labor, can the farm work be kept up as required. Fortunately, machinery is available to an extent that has not always been realized by many farmers, until the compulsion of labor scarcity forced it upon them.

### Delegation Asks \$2.50 Wheat.

Efforts are still being made to induce official Washington to appreciate the increased costs of producing wheat. A delegation from the Northwest is in Washington at this writing to present figures calculating to show that nothing less than \$2.50 a bushel to the farmer

will allow him any profit. The subject is one which interests the implement trade, since the greater the income of the farmer, the more money he has to invest in implements.

Good work continues to be done through the northwest on fall plowing and the fields were never so well prepared for the winter's seasoning as they new are. This means an unusually good start for the 1919 crop.

All the late crops have come along in good shape. Corn came through with almost no loss from frost and seed will be the best in some years. Potatoes have turned out a good crop generally. Other items are also doing very well, and are commanding generally good prices.

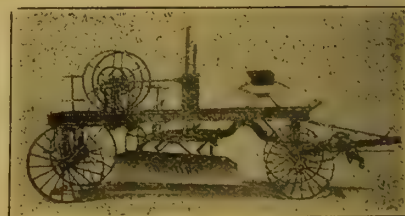
### Freight Movement Handicapped.

Retailers of the northwest must appreciate the difficulties under which the jobbers are working with reference to shipping goods. There are handicaps all along the line. To begin with, warehouse labor is at a minimum on account of the draft and enlistment, until hardly a wholesale house in the city is able to command anywhere near the normal force to handle the movement of goods. When goods are shipped, there are the traffic troubles, and they are numerous. On less than carload freight, the sailing day plan is not working to the satisfaction of either shipper or receiver, although it may be economical to the railroad. Instances are common of a shipment missing one sailing day through an accumulation of freight and being held over to the next or even later. Holidays are the same as killing that day's "sailings." The succeeding day takes its regular shipments only and does not attempt to make up for the previous day. Hence the first of September when Sunday was followed by Labor Day, there were shipments which were held back for a week. So retailers must bear in mind if goods do not come through in reasonable time, that there are numerous difficulties in the way. Express is at times exceedingly slow, and uncertain, while freight sometimes makes unusually good time. The abnormal conditions have upset all former calculations.

You Can  
"Spot" the  
Companies  
Keeping  
Business  
Alive—the  
Dependable  
Kind—by  
Reading the  
Advertising  
Columns

## A Grader for Every Re- quirement

Eleven styles and sizes of Graders in both blade and elevating types to meet soil conditions everywhere.



## THE STANDARD WESTERN GRADER

has been used with the greatest satisfaction in every community in this country and in many foreign countries. In addition to its use as a road-builder it is employed very generally for making lateral irrigating ditches and leveling ground. Many years of practical use have proved it to be satisfactory in a great variety of soils. It excels in adaptability to all kinds of road work and road ditching.

Send for Catalogue 18 on Complete Grading, Rock-Crushing and Road-Surfacing Equipments.

Agents make good commissions handling road-making machinery.

**AUSTIN-WESTERN ROAD MACHINERY CO.**  
CHICAGO NEW YORK



**Ploughing Championship**

OPEN TO ENGLAND, SCOTLAND &amp; WALES

FOR THE GORDON SELFRIDGE PRIZES,

— WON BY —

**"TITAN" TRACTORS**

IN THE GOVERNMENT PLOUGHING SCHEME

FOR THREE MONTHS.

**1st PRIZE** WON BY TITAN TRACTOR

NO. 2736, FOR THE HIGHEST ACREAGE ACHIEVED FOR THE 3 MONTHS PERIOD WITH THE HIGHLY CREDITABLE SCORE OF 354½ ACRES, THE MEN OPERATING THE TRACTOR WERE BOTH SOLDIERS, VIZ.: PRIVATE W. DREWETT, OF HASTINGS, AND PRIVATE R. BEARD, ST. MARY'S GRAY, KENT.

**2nd PRIZE** won by TITAN TRACTOR

NO. 4122, GUNNER CARTER & PRIVATE DALE, FOR ACREAGE FOR THE THREE MONTHS' PERIOD— OXFORDSHIRE—265½ ACRES.

INTERNATIONAL HARVESTER COMPANY  
— OF GREAT BRITAIN, LIMITED, —

80, Finsbury Pavement,  
LONDON, E.C.2.



## The Titan Always Scores

**N**O MATTER where it is used, or what competition it meets, the **Titan 10-20 Kerosene Tractor** can be depended upon to make a creditable record.

The "Ploughing Scheme" of the British Government, open to all the tractors in England, foreign or domestic, aimed to stimulate quantity plowing within a limited time, so that every available English acre should be ready for crop production.

It should be a source of satisfaction to every Titan owner in the United States, and to every Titan dealer, to know that he has, or that he is selling, the tractor that won this contest. Titans are all alike.

Can you get a Titan contract? Ask the blockman.

**International Harvester Company of America**

(Incorporated)

Chicago

U S A





## The Big Wheat Crop Is In

### Indications Are For An Unusual Season in Farm Machinery.

Wichita, Kan., Oct. 4.—Kansas farmers are showing their determination to back up the Government in its efforts for a bigger wheat crop next year. Work is

going steadily ahead and all signs point to a greatly increased wheat acreage. Fall plowing is practically completed and seeding is generally in progress. Good rains throughout the section came at the right time to put the ground in good shape.

Business is somewhat light as is expected in a between-season period, but the extensive farming operations lead everyone to look for exceptional business during the coming season.

A. O. Lohrke, in charge of the collections of the Wichita branch of the Hart-Parr Co., is at the home office in Charles City, Ia.

One of the largest sales made in Wichita recently was through the local branch of the Avery Tractor Company, by F. E. Houghton, a dealer at Guthrie, Okla., who bought 75 tractors and 47 plows, the total amounting to \$140,000.

Joseph O'Leary, manager of the Emerson-Brantingham company, reports the following sales recently: A 40-80 tractor and 18 disc plows to E. S. Harbauhg, Protection, Kan.; a 90-horse-power steam engine to Dan Weber, Marion, Kan., and a 15-25 tractor and plow to George Lowry, Valley Center, Kan.

winter wheat in the west and central counties, but where moisture has been sufficient the winter wheat is up and growing nicely.

J. C. McIlrath, implement dealer at Montezuma, Ia., for many years, will retire from active business following the recent sale of his store to O. E. Quaintance.

N. O. Busness, dealer at Fort Dodge, Ia., is one of the north Iowa dealers who have had a good tractor business this fall. The store has sold fifteen already and has recently ordered more, the last order having been placed last week by Miss Esther Busness, who is her father's right hand man in the business.

### Wichita Supply Co.

BELTING, PACKING, WIRE  
CABLE, THRESHER SUPPLIES

Phone M. 537 Wichita, Kas.



### Watkins Grain Grader

Cleans and Grades  
all kinds of Grain and  
Seeds. Separates Mixed  
Grains. Takes out  
Dockage. No other  
machine like it.

Large Capacity

Indorsed by Elevator Men, Government Grain  
Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

Watkins Mfg. Co. 242 South Wichita St.  
WICHITA, KANS.

### DES MOINES



## That Corn Crop in Iowa

### General Conditions Good Though Dry Weather Retarded Wheat Seeding.

Des Moines, Ia., Oct. 4.—Fall plowing is in full swing with much of the work done and fall seeding has been about finished. The frosts of late September caused serious damage to only five per cent of the great corn crop and the only reason for that damage was the fact that the early September weather was unseasonably cool and kept the corn from maturing as rapidly as usual during that season of the year. The crop of maize is now 86 per cent safe from all frost damage, according to the state branch of the Government crop bureau. All damaged corn will easily be absorbed on the farms for feeding and this means that the commercial crop is wholly intact.

Dry weather was a factor in favoring the maturing of the corn crop in spite of temperatures which in the middle of September showed a daily deficiency of eleven degrees. Killing frosts were experienced on the nights of the 19th, 20th and 21st, and they extended over the entire state except for two or three tiers of counties along the Mississippi River. Ice formed in many localities and the coldest temperature was registered at Washta in Cherokee County, where the mercury fell to 22.

With normal weather as at present practically all of the corn crop not yet mature and still undamaged will be safe from frost this week and the total damage will be negligible as compared with last year. Potatoes and sugar beets were damaged by the frost and sweet corn was slightly hurt, though not enough to stop the canneries. Dry weather has retarded the seeding and germination of

## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—

There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—It brings the top-most shelf within sale, easy, quick reach of clerks and stock-keepers—It saves unlimited time and gives your customers better service.

Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

**F. E. MYERS & BRO.**  
ASHLAND OHIO.

## BULLER-COUPLER



A perfect, automatic hitch for Tractors, Trucks, Automobiles, Threshers. Can be easily attached to any tractor, truck or trailer.

A STANDARD EQUIPMENT.

BULLER COUPLER COMPANY  
Hillsboro, Kansas

Russell Tractors 4 Sizes



12-24 "Little Boss"  
15-30 "Little Boss"  
20-40 "Big Boss"  
30-60 "Giant"

### Russell "Little Boss" Tractor

Russell Threshers and Steam Traction Engines. Ask about Russell "Junior" Thresher for small tractor users. Dealers Wanted.

Geo. O. Richardson Machinery Co.  
227 So. Wichita St., Wichita Kans.  
(Home Office: St. Joseph, Mo.)

## Sheet Metal Stampings

### Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding. Estimates cheerfully furnished on your requirements

**The Bossert Corporation**  
UTICA, N. Y.

## ASBESTOS BRAKE LINING

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.

We can make any width up to 6 ins.

**STAYBESTOS MFG. CO.**

5549 Lena St. Philadelphia





# STOP Being Content With "Skimmed" Profits!

**Y**OU net less profit than you **should**—and **could**—every time you sell a separator—if you are **not** a **Viking** dealer! The **Viking** allows you dealers the largest margin of profit of any recognized standard separator on the market today.

What's more, it sells faster every day **because** it is lower in price than any other standard separator, **because** it has greater capacity than any other separator of equal rating, and **because** it is the easiest operated and easiest cleaned separator ever perfected, and **because** it gets a higher percentage of cream than any other separator sold at any price.

Get the Cream of the Trade  
Get Fatter Profits—By Selling the

# VIKING CREAM SEPARATOR

*Over One Million In Use Throughout the World Today*

Built in the World's Largest Separator Factory. Over 180,000 sold every year. Each one **guaranteed for a lifetime**. Each one scientifically constructed of finest Swedish iron and best quality tool steel.

The **Viking** today is the fastest selling separator in America. Its popularity is growing by leaps and bounds. The huge Viking advertising campaign now dominating every influential farm paper in America is bringing farmers into our dealers' stores by the thousands. Our 100% Dealer Co-Operative Methods are helping them close record-breaking separator sales. Investigate what we can offer you. Write today for our dealers' proposition.

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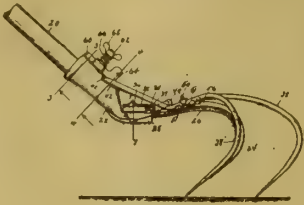
Chicago, Illinois



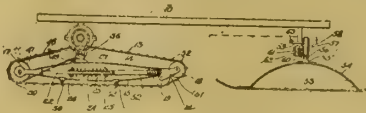


# Implement and Tractor Patents Issued August 20, 1918

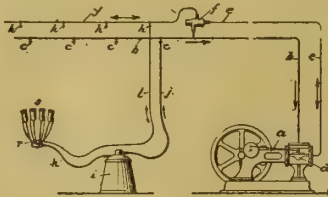
1,276,017. CULTIVATOR. ADELBERT S. BEYMER, Kansas City, Mo. Filed Sept. 4, 1917. Serial No. 189,450. (Cl. 97-41.)



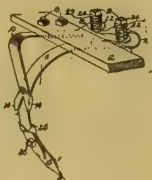
1,276,035. TRACTOR ATTACHMENT FOR MOTOR-CARS. NEWTON CRANE, Boston, Mass. Filed July 13, 1917. Serial No. 180,314. (Cl. 180-5.)



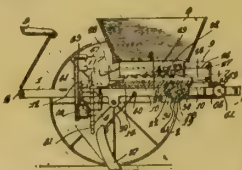
1,276,184. MILKING MACHINERY. NORMAN JOHN DAYSH, Poughkeepsie, N. Y., assignor to The De Laval Separator Company, a Corporation of New Jersey. Filed Nov. 4, 1916. Serial No. 129,443. (Cl. 31-101.)



1,276,645. HARROW-TOOTH. HARRY M. GOODING, Attica, Ohio. Filed Mar. 14, 1917. Serial No. 154,712. (Cl. 55-36.)



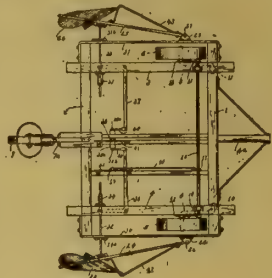
1,276,646. POTATO-PLANTER. LOUIS GREB, Appleton, Wis. Filed Mar. 13, 1917. Serial No. 154,525. (Cl. 221-118.)



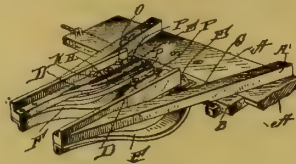
1,276,047. FEED-REGULATOR FOR FERTILIZER-SOWERS. HENRY N. FAAS and WILLIAM L. BRALEY, Springfield, Ohio, assignors to The American Seeding Machine Company, Springfield, Ohio, a Corporation of Ohio. Filed Nov. 8, 1915. Serial No. 60,204. (Cl. 83-44.)



1,276,051. VINEYARD-PLOW. CHARLES GEISMANN, Lodi, Cal. Filed Apr. 10, 1916. Serial No. 90,148. Renewed June 29, 1918. Serial No. 242,671. (Cl. 97-36.)



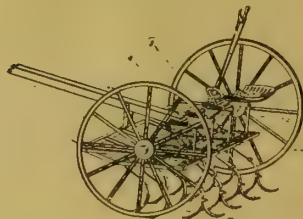
1,276,295. NON-CLOGGING CORN-HARVESTER KNIFE. GEORGE H. WATERS, Glenfield, N. Y. Filed Dec. 20, 1917. Serial No. 208,126. (Cl. 56-130.)



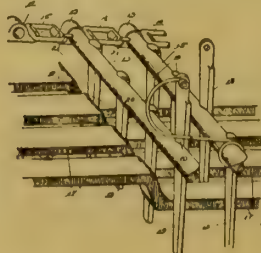
1,276,531. FURROWING-MACHINE. HORACE E. HOWARD and JOHN T. TITSWORTH, San Dimas, Cal. Filed Apr. 15, 1918. Serial No. 228,797. (Cl. 97-34.)



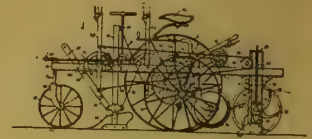
1,276,270. CULTIVATOR. OTTO G. RIESKE, Toronto, Ontario, Canada; assignor to Massey-Harris Company, Limited, Toronto, Canada. Filed Sept. 21, 1915. Serial No. 51,903. (Cl. 97-34.)



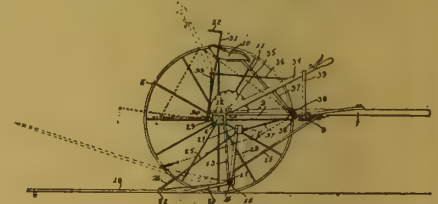
1,276,441. POTATO-DIGGER. CHARLES TACY, Batavia, N. Y. Filed Mar. 28, 1918. Serial No. 225,334. (Cl. 180-52.)



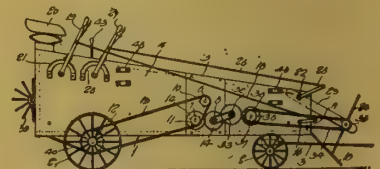
1,276,334. COMBINATION PLOW AND PULVERIZER. WILLIAM W. CURTIS, Willis, Tex. Filed Jan. 5, 1918. Serial No. 210,420. (Cl. 55-85.)



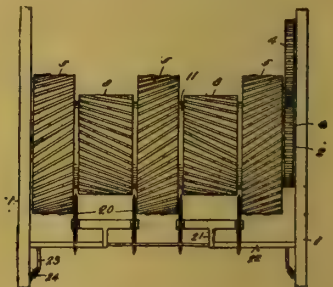
1,276,064. TRANSPORTING-VEHICLE FOR GRAIN-SHOCKS. WALTER L. HOPKINS, Sutton, W. Va. Filed Aug. 6, 1915. Serial No. 44,086. (Cl. 214-78.)



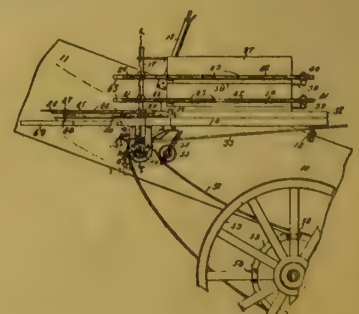
1,276,205. CORNSTALK-RAKE. WILLIAM FROST, Athens, Ill., assignor of one-half to Joseph Franklin Null, Athens, Ill. Filed Oct. 29, 1917. Serial No. 199,124. (Cl. 56-62.)



1,276,515. TRACTOR-WHEEL. JOHN A. GALVIN, Spalding, Nebr. Filed Mar. 14, 1918. Serial No. 222,446. (Cl. 21-69.)



1,276,324. CORN-CUTTER. WILLIAM T. CAMPBELL, Wilsey, Kans. Filed Mar. 22, 1916. Serial No. 85,902. (Cl. 56-131.)





# ANSWERS

## This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### Repairs for Harrow.

CORNELSEN HDW. CO., Hillsboro, Kan.: Repairs A-124, A-186-R and A-186-L are for disk harrow made by the Janesville Machine Co., Janesville, Wis., and repairs can be secured from this firm at Kansas City.

### No. 1112 for Harrow.

H. N. STEWART & SONS, Reserve, Kan.: No. 1112 is a hook for hitch on Blue Jay and Springfield harrows and is handled by the American Seeding Machine Co., Springfield, O.

### S-3, S-5, S-9 and S-18.

WEY BROS & FISHER HDW. CO., Chillicothe, Tex.: S-3 is a wheel arm, S-5 is a sheave casting, S-9 is a pinion, S-18 is a swivel guide on steel mill made by the Baker Mfg. Co., Evansville, Wis. Repairs can be secured from the Baker Mfg. Co., Kansas City, Mo.

### Queen City Plow.

PFEIFLE BROS. IMPLEMENT CO.,

Menno, S. D.: Repairs for the Queen City Plow can be obtained from the Dakota Plow & Wagon Co., Sioux City, S. D.  
Jewell Five Hoe Grain Drill.

A. L. HARE, Norcatur, Kan.: Repairs for the Jewell Five Hoe grain drill can be obtained from the Rude Mfg. Co., Liberty, Ind.

### Church Hay Carrier.

WACHTER HDW. CO., Pender, Neb.: Repairs for the Church hay carrier can be obtained from Hunt, Helm & Ferris Co., Harvard, Ill.

### No. 651, No. 653, and No. 659.

MEAD HDW. CO., Fairview, Okla.: No. 651 is a bull pinion, 653 is a bevel pinion and 659 is traveler on No. 8 Climax horse power made by the Smalley Mfg. Co., Manitowoc, Wis. The machine is handled by the P. & O. Plow Co., Oklahoma City, Okla.

### New Western Windmill.

ARNO BEYER, Farmers & Merchants Bank, Crescent, Okla.: The Western Mercantile Co., Kansas City, Mo., handles the New Western windmill.

### No. 2453 for Broadcast Seeder.

KAY & BICKEL, Wayne, Neb.: No. 2453 is the left hand journal box for axle on steel frame of broadcast seeder made by the Peoria Drill & Seeder Co., Peoria, Ill. Repairs can be secured from the Lininger Implement Co., Omaha, Neb.

### Smut Machine for Wheat.

J. O. HANSON, McPherson, Kan.: Smut machine for wheat can be secured from the Lininger Implement Co., Omaha, Neb. This is the nearest place.

### Letz Feeder Grinder.

NATIONAL MILL SUPPLY CO., Fort Wayne, Ind.: The Letz feed grinder is manufactured by the Letz Mfg. Co., Crown Point, Ind.

### "Gain-a-Day" Electric Washer.

W. D. KONANTZ & SON, Arcadia, Kan.: The "Gain-a-Day" electric washer is made by the Pittsburgh Gage & Supply Co., Pittsburgh, Pa., and is handled by the Vacuum Cleaner Sales Co., Kansas City, Mo.

### Pattee Plows and Disk Harrows.

RITCHEY HDW. CO., Yuma, Colo.: Repairs for the Pattee plows and disk harrows can be secured from the Pattee Plow Co., Kansas City, Mo.

### Favorite Gas Engine.

F. E. RUSHER, Acme Harvesting Machine Co., Omaha, Neb.: The Favorite gas engine was formerly made by the Geo. D. Pohl Mfg. Co., Vernon, N. Y., but believe this firm is now out of business and do not believe repairs for this engine are obtainable.

### H-355 and H 517 for Disk Harrow.

ZIMMERMAN HDW. CO., Zimmerman, Minn.: Disk harrow using spool for wood boxes No. H-355 and having number on box cap H-517 is made by the Emerson-Brantingham Implement Co., Rockford, Ill., and is handled by the Emerson-Brantingham Implement Co., Minneapolis, Minn.

### "Plow Cut" Harrow.

BENNINGHOFF KING & CO., Leon, Kan.: Several companies have attached the term "Plow Cut" to their harrows. However the Janesville Machine Co., Janesville, Wis., have disk harrow with repair parts Nos. 217, 212, 114 and A-4. These repairs can be secured from the Janesville Machine Co., Kansas City, Mo.

### K-52 for Disk Harrow.

BALL & COMMONS, Altoona, Kan.: K-52 is the rear upper draft bar pin for a disk harrow made by the Deere & Mansur Works, Moline, Ill. Repairs can be secured from the John Deere Plow Co., Kansas City, Mo.

### Great Western Manure Spreader.

O. B. STRIPLING, Paton, Ia.: We cannot locate a Northwestern manure spreader, but we thought perhaps you made a mistake and intended the Great Western manure spreader. This is made by the Rock Island Plow Co., Rock Island, Ill., and repairs can be obtained from the Western Rock Island Plow Co., Omaha, Neb.

# CUSHIONS



Cushions and Seat Upholstering For All Vehicles

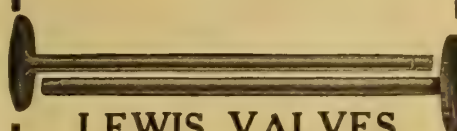
Ask for Catalog No. 22

BAYLES VEHICLE TOP

AND

TRIMMING CO.

Kansas City, Missouri



## LEWIS VALVES

CAN'T BE BEAT

The Lewis Steel Products Company

4080 Detroit Ave.

TOLEDO - - - OHIO



"The Chain of Double Life"

## Union Steel Rivetless Chains

The TROUBLE-PROOF and DURABLE Tractor Chains with the large CASE HARDENED Steel Bearings.

Roller Chains, Bushing Chains, Plain Cast, Chilled Rim or Cut-Tooth Sprockets. Prompt deliveries.

The Union Chain & Mfg. Co.  
SEVILLE, OHIO

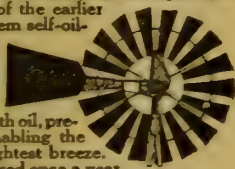
## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year.

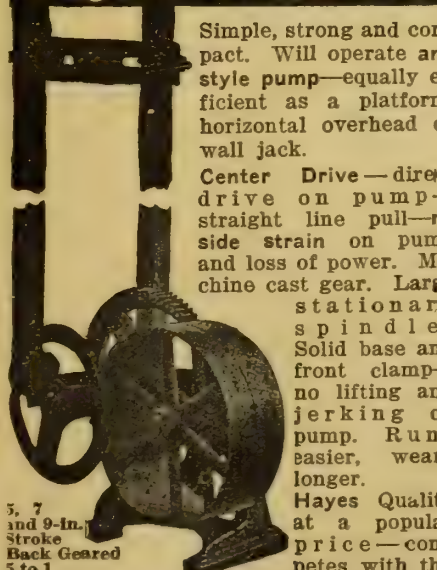
Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing.

We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws.

Write AERMOTOR CO., 2500 Twelfth St., Chicago



## Hayes CENTER-DRIVE PUMP JACK No. 2



Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the cheapest jack—special features unequalled at any price—the one compelling pump jack value.

You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

HAYES PUMP & PLANTER CO., Galva, Ill.

MEYERCORD  
GENUINE

DECALCOMANIA

QUICK SERVICE  
"AMERICAN MADE"



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## Trying Out Nuance in Gary.

"Such delicate nuisances of tone shading down to the vanishing point."—Gary (Ind.) Post.

Any writer who tries to use the word nuance in Gary would better stick around and read the proof.—Chicago Tribune.

## An Invention Worth While.

Another thing—why doesn't some gracious old scientist leave his electrical laboratory long enough to invent some string beans without strings to them — Dallas News.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—A Farm Lighting Plant, good condition. Particulars on request. Address F. L. P., care Implement & Tractor Trade Journal. 9-21-2t

**For Sale**—One No. 2-4 bottom 14-inch Rotary Power lift P. & O. Mogul engine gang. Slightly used. Price \$300. Address Lechtenberg & Klein, Templeton, Ia. 9-21-4t

**For Sale**—Seven Eureka Potato Planters. New stock. Price right. Address 265, care Implement & Tractor Trade Journal. 9-28-2t.

**For Sale**—Clean stock of hardware, implements and harness; town of four hundred in excellent Kansas farming community; operation of the U. S. Selective Draft only reason for selling. Address O. H., care Implement & Tractor Trade Journal. tf

**For Sale**—On account of a decreased acreage of corn in this vicinity, we offer the following items: Deere Listed Corn Cultivators No. 315, Case Listed Corn Cultivators No. 950, Case Riding Cultivator No. U-1. Priced on request. All in good condition. Sowder & Colton, Madison, Kans. 9-21-2t

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

**For Sale**—Must sacrifice good, healthy, growing hardware and implement business, located in one of the best oil and farming countries in eastern Oklahoma. Reason for selling, failing health. Stock will invoice about \$8,000. Can be reduced to suit purchaser. Good 100x28 foot brick building; will sell or rent. Address inquiries to 111, Implement & Tractor Trade Journal. tf

**Must Sacrifice Good Implement Business**—Through the operation of the selective service, I am called to the colors, and must sell a fine and growing hardware and implement business located in a large trading territory. The stock will invoice about \$25,000. This is an exceptional opportunity to take over a strong going business with a future. Address inquiries without delay to 108, Implement & Tractor Trade Journal. tf

**For sale or trade**—Good clean implement and garage business with about \$10,000 stock of standard goods. Good building, value \$5,000. Only implement business in town serving large territory.

## SPEAKING OF SPURRING



"The thought of you will always spur me on to deeds of—ouch!"—Life.

My business on sales from September 4th, 1917, to September 4th, 1918, amounts to \$55,000. Sell for cash or trade for good farm in Northeastern Kansas for about equal value. This is no trading stock. C. A. J., care Implement & Tractor Trade Journal. 9-14 4t

## POSITIONS WANTED.

**Position Wanted**—By an executive of ability and experience—20 years as sales manager and manager of credits and collections in one of the largest implement houses. Address 112, care Implement & Tractor Trade Journal. tf

**Wanted**—Experienced tractor and implement salesman desires a change. Has broad acquaintance with dealers throughout Central Western States. Best of references. Address G. R., care Implement & Tractor Trade Journal. 9-14 3t

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

**Position Wanted**—Thorough and practical implement salesman, twenty years' experience on wide range of territory. Know the implement game clear through, including gas engines and tractors. Open for contract October 1st. Not in the draft. Address "T. R." Implement & Tractor Trade Journal. 9-28-1t.

## HELP WANTED.

**Wanted**—Lady bookkeeper for retail implement house. Must be capable of handling all book work, and accustomed to dealing with public. Address G. H. Mundt & Company, Glidden, Iowa. 9-28-2t.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Wanted**—By an Iowa jobber, an experienced shipping clerk who is capable of taking entire charge of shipping department, including stock record keeping, of a general line of agricultural implements, repairs and supplies. Address Iowa, care Implement & Tractor Trade Journal.

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. tf

**Wanted**—Complete files of Implement &

## War Tactics.

"Cook got the children interested in a war game this morning. She suggested they should play they were in a battle and shell their enemies."

"Who were their enemies?"

"The peas."—Successful Farming.

## One Place Still Open.

A Houston woman declares that she positively finds no use whatever for a nickel, so high have all prices been raised. Doesn't the lady ever go to Sunday school or church?—Houston Post.

Tractor Trade Journal for the years 1913, 1914, 1915, 1916 and 1917. Reasonable price will be paid for complete files for any one or all of these parts. Address C. J., care of the Implement & Tractor Trade Journal. 9-24-6t

**Wanted**—By Old Line Farm Machinery Tractor Company—Assistant to Bookkeeper; one who can use typewriter and write shorthand and able to furnish good references. Salary \$75-\$85 to start. Good opportunity for advancement. J. I. C. 700 S. 17th St., St. Louis, Mo. 9-14 3t

**Wanted**—Good implement and tractor salesman for Michigan or Indiana. State experience, age, salary and give references first letter. Address 265-B, care Implement & Tractor Trade Journal. 9-28-3t.

## MISCELLANEOUS.

**For Lease**—Good location for tractor company. 48x127, N. E. corner of Liberty and Joy streets, Kansas City, Mo. E. Feld, 1025 W. 17th St. 9-28-4t.

Do you want to trade your implement or harness stock for farm land? I have an improved farm in Central Nebraska and am also interested in land in Keith County, Neb. If interested please mention make of goods you handle. W. O. S., care Implement & Tractor Trade Journal. 9-21-4t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf



South  
Dakota

Western  
Iowa



OMAHA  
AND  
COUNCIL BLIFFS  
SECTION

OMAHA OFFICE

Implement & Tractor  
Trade Journal

1112 Woodmen Building  
A. E. LONG

EDITOR AND MANAGER

1918

Wyoming

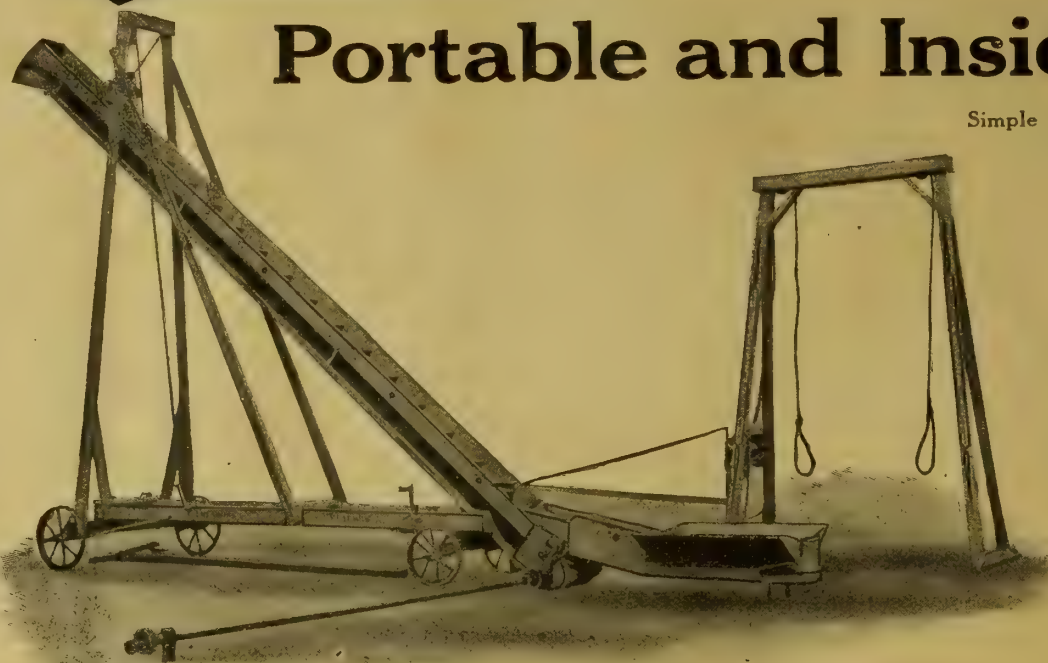
Nebraska



# Meadows GRAIN ELEVATORS

TRADE MARK REGISTERED.

## Portable and Inside Cup



Simple and substantial—that spells

### Meadows Portable Elevators

They have 20-inch cast boots, flights  $12\frac{1}{2}$  by 3 inches; shafting cold rolled steel; self aligning bearings; wire hoisting cable, etc.

### Meadows Inside Cup Elevators

are of large capacity. Fully enclosed elevator cups  $7 \times 7 \times 16$  inches. Installed in cribs with or without cupola. Ask for Catalog on Full Elevator Line.

## The LITCHFIELD LOW DOWN



Top rail only waist high, with high underclearance; the pole hinges freely on the axle, no neck weight; conveyor endless and self-cleaning; only one lever on the entire machine; solid steel sill with circle or round front; self-oiling main journal bearings; self-aligning beater wheel bearing, no friction or bind; Pull Dog beater wheel with long and short teeth; no choke box, which relieves the load; extremely large axles and other parts of proportionate

### Five-Year Guarantee with Every Machine.

strength; only two gears on the entire spreader; all chain is highest grade of tempered steel, no cast chain; high grade steel beater wheel with automatically inserted teeth; fewer parts and pieces than any other spreader; made in three sizes—60, 80 and 110 bushel. Furnished with broadcast attachment when desired.

Full descriptive catalog sent upon application.

# T. G. NORTHWALL COMPANY

OMAHA—SIOUX CITY



# IMPLEMENT & TRACTOR TRADE JOURNAL

Published the First Saturday in the Month

## Watchful Waiting Is the Situation Now

**W**AITING for rain is still one of the occupations of the farmers and implement men in Nebraska and Iowa. While some fall wheat is being seeded, the large acreage is not getting under the ground that would have been put there had rain come when the farmers thought they should have it.

While there is an element of farmers who are seeding and drilling right and left, feeling positive that rain will yet come in time to start the wheat this fall, placing every confidence in this possibility, there are others, more conservative, who believe in waiting to know for sure whether there is going to be moisture enough to start their wheat before putting it into the ground.

The fellows who go ahead and seed, rain or no rain, argue that when it does rain this fall, as it surely will, they will have that much of their fall work out of the way, while the fellow who waited for the rain will have all that ahead of him, and that perhaps in sticky ground and during a long rainy spell when it will be difficult to get into the fields.

### Seed Demand Light So Far.

However, that the acreage is not being seeded under present conditions is indicated from the way the demand for seed wheat comes to the seed houses. The seed houses say that they are not selling the seed wheat they did last fall, but they feel that a rain within the next ten days would yet bring the demand up to normal.

Timothy, alfalfa and other grass seeds, also, are not selling as well this fall as they would if rain should come in time, according to C. G. Ouren of the Ouren Seed Co., Council Bluffs. Mr. Ouren says he expects the seed business to pick up with a flash if the fall rains start in the next week or so. Mr. Ouren's observation has been that the wheat drilled into the corn fields this fall has come up more readily than that drilled into other ground. He believes this is largely due to the fact that the corn has for some weeks shaded the ground and

helped to conserve what little moisture was present.

One of the live topics among the implement men in this section just now is along the line of how heavily the average dealer will stock up for next year.

### Some Cautious, Others Confident.

The dealers at this time may be roughly divided into two classes—the one who is afraid to carry over any appreciable stock, and the one who wants to carry over just as big a stock as his financial condition will allow him to carry, feeling positive that farm machinery is not coming down in price for some considerable time, and that anything put into stock now will make him money next year on its increase in value.

It is true that the uncertainty of the draft of men in the implement business between the ages of 31 and 45 has caused many to be undecided as to how heavily they may stock up, but while this is a factor, it has not yet developed into a serious one.

Because wheat and grain in general will be in great demand next year and at a good figure, a lot of the dealers are seeking and have been seeking for some time, to load up on binders for next year. In fact, one of the big harvester houses in Omaha only a few weeks ago cancelled a whole flock of orders it had received for harvesters to be delivered this fall. The factories could not put them out fast enough to deliver them when they were wanted, and the Omaha manager had to cancel the orders as he could not guarantee the old price on them when the factory will finally be able to get the machines assembled.

### Realize Binders Are Good Bet.

"Binders were a good gamble last year," said this manager, "and many of the dealers realize it. I know of a lot of dealers who carried over good stocks of binders from the previous fall, and then got the advantage of the increased price this year. Well, the result was that they just whipped to death any of their competitors who were not stocked up during the win-

ter and who had to buy on the up market last spring. Because their machines cost them less they were able to sweep their whole territory clean, making liberal allowances on old machines which they took in and junked, and making all kinds of trades to their advantage to get the business."

These dealers realize now that a binder is going to be a good speculation again, or at least they believe it will, and they are seeking to invest where big dividends await them.

It is not only in the matter of self binders, however, that this practice is being followed. Dealers are picking machinery which they are pretty sure will be in good demand next year, and many of them are seeking to get stocked up now on goods that they will not need for nine months.

The demand for shellers in this section started earlier than usual, despite the report that the corn crop would be short. This demand is daily growing more brisk, and jobbers are saying that the supply is likely to be limited.

### Convention Program Forming.

The detailed program for the Midwest Retail Implement Dealers' Association convention in Omaha, November 13-15, is not yet fully worked out. The directors of the association want to make the program a strong one, and have their wires laid to hook in some exceptionally strong speakers on the liveliest possible topics of the day. Until they know definitely whether they can land these speakers they will not be ready to publish the full program.

Secretary James Wallace is in correspondence with a number of prospects, and believes his chances to land at least some of the strong ones he has gone after, are good.

The headquarters of the convention will be at the Hotel Rome as usual. The sessions will be held there, while the implement show will be held in the Auditorium, just two blocks away.

H. L. Litchfield, of the Litchfield Mfg. Co., Waterloo, Ia., was in Omaha Sept. 17.



## MR. TRACTOR DEALER HAD A BUSY SUMMER THIS YEAR.



Last summer was the big tractor summer. Some idea of the way tractors were disposed of to farmers this year to make up for the lack of man power may be gained by a view of almost any live dealer's store. A good example is the store of the West Motor Car Co., Topeka, Kan., one of the largest firms now doing business in tractors. This company sold more than thirty Averys during the summer season.

## Mid-West Show Space Going Fast

Plans Are For an Exhibition More Representative of the Middle West Implement Industry Than Ever Before.

Secretary James Wallace, of the Mid-west Retail Implement Dealers' Association and manager of the Mid-west Implement Show to be held in the Omaha Auditorium Nov. 13-15, says that show space on the main floor is growing very limited, while space in the tractor section in the basement or ground floor is also in good demand and is becoming somewhat limited.

Mr. Wallace says he can scarcely point to a former exhibitor who has not contracted for space, or indicated that he will do so, and says that on top of that he has already sold space to nearly a dozen new exhibitors who never took space before.

For this reason he believes that the show this year will be even more representative of the implement industry of the middle west than it ever has

been in the past, and he says the interest everywhere is keen.

"I have already collected in actual cash for booth space a total of \$1,725," said Mr. Wallace even as early as Sept. 26. "Not only are the exhibitors contracting for the space, but they are hurrying their checks in this year in order to take no chances on losing the space they have selected."

Mr. Wallace is demanding the full sum for the booth space in advance this year. He believes this is a much better system than accepting half the payment in advance as earnest money and then spending all his time during the week of the show hunting up the men with authority to write him the checks for the balance while the show is in progress.

The following additional list of ex-

hibitors to the show has been announced:

Avery Co., Omaha, Neb.  
De Laval Separator Co., Chicago.  
The Maytag Co., Newton, Ia.  
Midwest Truck & Tractor Co., Omaha, Neb.  
Appleton Mfg. Co., Neb.

### Will Inspect All Potatoes.

Nebraska potatoes, when shipped hereafter, must carry official inspection of the Federal food administration of Nebraska, according to recent rulings of Administrator G. W. Wattles.

To carry out the provisions of the grading and sorting regulations of the Government, twelve or more inspectors will be appointed by Mr. Wattles in the chief shipping centers of the state. These inspectors will examine all carlot shipments of potatoes and issue certificates showing grades and condition of the potatoes. A nominal inspection fee of \$2 per car will be charged, payable by the shipper.

The regulations provide that all licensed potato dealers must have potatoes inspected if they deal in car load lots. The only exception is the grower but if he is selling to licensed dealers, he will be forced to ship graded potatoes or they will not be accepted.

### Appeal for Stenographers.

The United States Civil Service Commission has issued a general appeal for stenographers and typists for war work. The shortage in these workers is so great that the Government work is being hampered, and all who can do so are urged to enter the Government service as a patriotic duty.

Women especially may aid their country in this way. Men also are needed. Those who have not the necessary training are urged to undergo instruction at once. Tests are given in 550 cities every Tuesday. As regards housing conditions in Washington, the Government maintains a list of more than 4,000 rooms which have been carefully inspected and are available for new appointees. The usual charge for rooming accommodations with board, that is, two meals a day, is \$40 a month, but in order to obtain this rate it is usually necessary for two persons to occupy one room. In addition the Government will soon erect residence halls, with cafeterias, for the accommodation of Government employees.

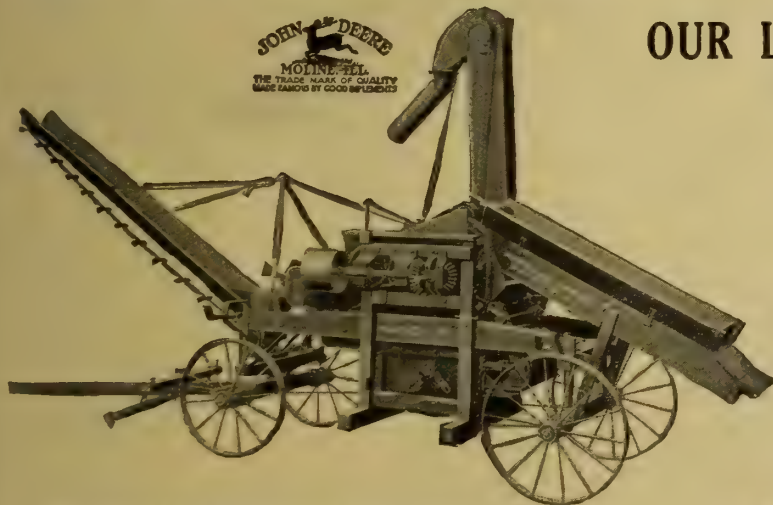
Full information and application blanks may be obtained from the secretary of the local board of civil service examiners in any important city.





# JOHN DEERE - MARSEILLES CORN SHELLERS

Right Now is the Ideal Time to Start Your Sheller Drive



MARSEILLES MOUNTED BELT SPRING SHELLER

Built in a John Deere Factory and have the John Deere Quality throughout.

Marseilles Shellers have an established reputation and are recognized as leaders.

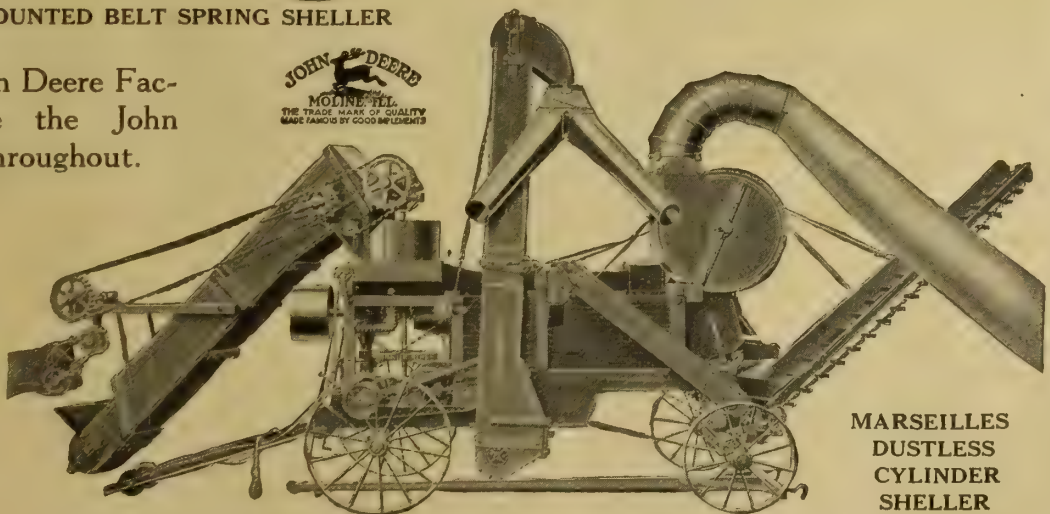
OUR LINE OF CORN SHELLERS  
MEET EVERY DEMAND

Built in all sizes, for hand, engine, tractor or Horse-Power use.

Small Shellers for individual use.

Medium size Shellers for neighborhood use.

Large Spring and Cylinder Shellers for job shelling.



MARSEILLES  
DUSTLESS  
CYLINDER  
SHELLER

## JOHN DEERE PLOW COMPANY

OMAHA - SIOUX FALLS





# Nebraska Ready for Loan Campaign

Several New and Novel Features Are Planned and the State Is Sure of the Usual Patriotic Triumph.

NEBRASKA is making its most extensive plans yet for the conducting of the Fourth Liberty Loan campaign. Farmers, business men and all other classes are co-operating in the arrangements with the usual fervor and with an even higher degree of system than on previous campaigns and new and interesting publicity measures will be used.

At the opening of the Third Liberty Loan campaign all of the farmers' organizations of Nebraska united in the formation of "The Nebraska Farmers' War Council" and tendered the services of their organizations to the Government, through the state Liberty Loan committee, for the period of the war. Sixty-five thousand "enlistment cards" were signed and sent in to headquarters by Nebraska farmers. The results of this organization were shown in immediate increased subscriptions to the Liberty Loan and have been followed by similar results in other war activities.

## Letter Calls on the Farmers.

The following letter will be sent out

on the opening day of the Fourth Liberty Loan Campaign to all these "enlisted" farmers:

Dear Sir:

The campaign for the Fourth Liberty Loan opens today.

Germany is driving its impoverished people for a ninth loan to rivet the chains of Prussianism on humanity. Your opportunity for service is here again. We know that you will meet that opportunity with open hands like a real one hundred percent American.

This is a Victory Loan. Forty-five thousand Nebraska boys are wearing the uniform of the Army of freedom. Foremost in this Army are the farmer boys of Nebraska. God bless them and speed their victory!

Our flesh and blood are chasing the fleeing Hun out of France as this letter is written. We are going to back up those gallant boys of ours with a response from Nebraska to the Fourth Liberty Loan that will strike terror to the kaiser and shake the gates of hell. Here's how you can serve your Country now when service is needed.

This letter is addressed to you as a loyal American and a member of the Nebraska Farmers' War Council. Your enlistment card, sent in by you during the campaign for the Third Liberty Loan,

carries your voluntary pledge for any service which our Government calls for during the period of the war. The Nebraska Farmers' War Council rendered invaluable service in that campaign. In scores of neighborhoods every farmer subscribed to the Third Liberty Loan. The loyalty of Nebraska farmers stands out as one of the things for which we have reason to thank God and be proud.

You are going to take your own allotment of the Fourth Liberty Loan. It may mean some temporary hardship, but you will do it, for your boy, perhaps is in France today or may be soon. You will match that boy's chance for life against the hordes of Germany with your dollars. You are that sort of a man.

What about your neighbor? Talk it over with him now. Help him to see his duty if he is undecided. Go to the chairman of your Liberty Loan committee and volunteer for service. Line up your neighborhood solid for Uncle Sam and victory.

When this war is over and the boys come home the man who had no part in it will need a mighty good alibi. Let's help everybody get straight in line under the flag and put Nebraska "over the top" for the Fourth Liberty Loan.

Yours for Victory,

T. C. BYRNE, Chairman, State Liberty Loan Committee.

C. G. SMITH, Chairman, Nebraska Farmers' War Council.

FRANK G. ODELL, Secretary, Nebraska Farmers' War Council.

## A Novel Campaign Scheme.

The Advertising and Selling League of Omaha will build a monument on

# ROSE GREASE GUNS

ARE EVERY-DAY-NECESSITIES

FOR TRUCKS TRACTORS AUTOMOBILES IMPLEMENTS

Everyone  
Will  
Buy  
a  
Rose  
Grease Gun



ROSE AUTO GREASE GUN



ROSE UNIVERSAL GREASE GUN



ROSE SHOP GREASE GUN

Most  
Jobbers  
Distribute  
Rose  
Grease Guns

The Rose Shop Gun—1½x24½—For Shop and Garage.....Price \$3.50 each  
The Rose Universal Gun—1½x19½—For Truck and Tractor.....Price 2.50 each  
The Rose Auto Gun—1¼x12½—For Automobiles.....Price 1.80 each

DEALERS: Rose Grease Guns or Pumps will be sent prepaid at Regular Dealer's price if your JOBBER Does not Handle.

PLEASE Mention your Jobber's name when ordering.

## J. H. HANEY & COMPANY, Hastings, Nebraska

Manufacturers

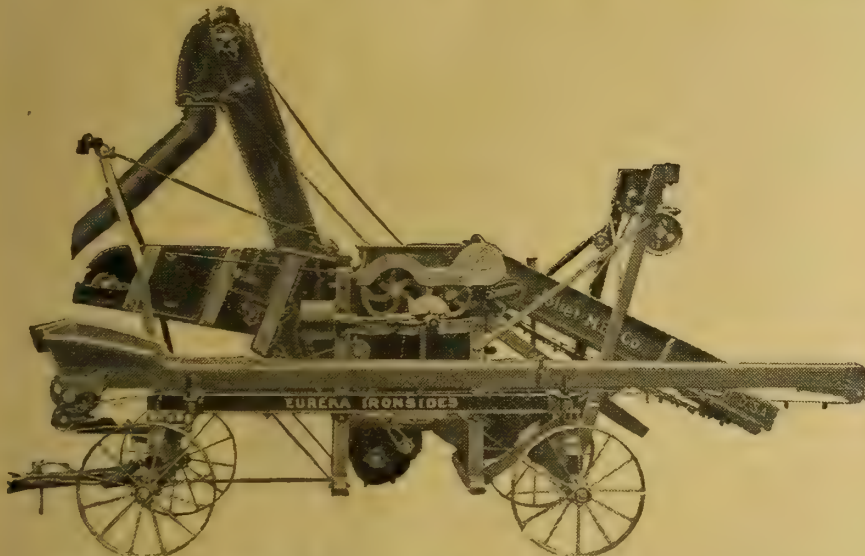
ROSE GREASE GUNS—TIRE PUMPS—FAN BELTS



# JOLIET CORN SHELLERS

*"Famous Wherever Corn Grows"*

The Joliet Line of Celebrated Corn Shellers is Wonderfully Complete, Consisting of 2, 4 and 6-hole Spring Shellers. And 3 Sizes of Cylinder Shellers.  
A Size and Style for Every Requirement.



Joliet Eureka 4-Hole (Sieveless) Sheller. Requires 8-10-H. P. Engine.  
Capacity 200-300 Bushel Per Hour.

The Corn Crop  
in  
Nebraska and Iowa  
Has Matured.

The tremendous crop and the high price paid for corn is causing the greatest rush for shellers ever known.

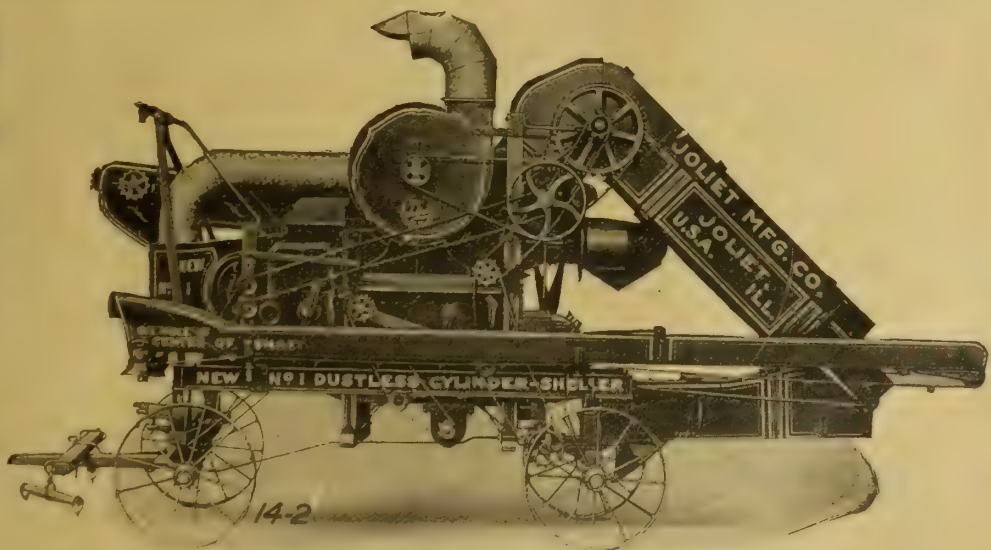
The supply of shellers to satisfy this trade will be very limited.

Order now and be prepared to supply the demand promptly in your territory.



Joliet Dustless Cylinder Shellers are making a wonderful record. The fastest shelling machine of their type in the world. Built in three sizes they offer a wide range in capacity.

Joliet Cylinder Beaters are guaranteed for 5 years against breakage.



New No. 1 Dustless Cylinder Sheller. Requires 15-H. P. Gas Engine.  
Capacity 250-400 Bushel Per Hour.



Important.—In addition to the Famous Joliet Eureka Sieveless Sheller, we also have the Joliet Shreffler Sieve Sheller, absolutely the best Sieve Sheller on earth.

WRITE OR WIRE US

**LININGER IMPLEMENT CO.**  
OMAHA, NEB.      SIOUX FALLS, S. D.



the Douglas County court house lawn during the Fourth Liberty Loan campaign to indicate the progress of the drive. Edwin T. Swobe is in charge of the building committee. The monument will be constructed of empty boxes, painted to represent stone. After the campaign is over the boxes will be turned over to the Red Cross to be used in shipping supplies to France.

Each box will represent \$1,000 worth of Liberty Loan bonds. Since Omaha's quota will probably be \$12,000,000, there will be at least 12,000 blocks used, so the monument will not be a small affair. The Woodmen of the World will be invited to lay the

foundation. The size of the foundation will depend upon the size of their subscription.

Each captain of a district in the campaign will be furnished with a number of boxes in proportion to the quota of his district. As each team captain sells \$1,000 worth of bonds he or she will be expected to send one of the blocks to the court house lawn. This delivery can be made with any ceremony desired. The blocks will be piled up on the lawn and each noon the monument will be built up with proper ceremonies by various organizations, thus visualizing to the people of Omaha the growth of the loan.

## Report Shows Less Buying.

The Council of National Defense recently undertook an investigation to determine whether purchases by civilians in the United States have been increasing or decreasing during the war. Some of the results, as outlined in Commerce Reports, were as follows:

Boys' clothing showed a marked decrease in the higher-priced lines, while cheaper articles showed an increase which offset this. There was a great decrease in clothing for young men, due, of course, to large numbers of them entering the service. Work clothes showed a great increase. There was a marked falling off in men's furnishings.

Women's dresses showed an increase of about 32 percent, but there was a decrease in suits, skirts and other woolen articles which offset this and made the entire volume about the same as that of last year. Knit underwear decreased 13 percent and hosiery 8 percent.

In shoes there was a decrease of about 33 percent. The greatest decrease, 47 percent, was in men's lines. Women's were 35 percent less and children's 27 percent. This condition was general all over the country.

Furniture, curtains, drapes, floor coverings, crockery and glassware all showed a decrease, while there was an increase in the following articles: Diamonds, watches, fountain pens, stationery, cigars and tobacco and toilet articles. All of these increases are explained as due to the needs of the men in the service and the sending of presents to them.

There was a quantity increase of 30 percent in automobile and bicycle supplies. The abnormal increase in bicycle tires and parts showed that old bicycles are being put in shape and used. Much of this demand comes from the industrial centers, indicating that the workmen are using them in going to and from plants.

The general conclusions drawn were that economy is being practiced by those that have always been well-to-do or of moderate means, while on the other hand large numbers of working people whose wages have been increased and women who have entered the employment ranks are indulging in luxuries never afforded before.

It is declared that buying is especially free in the South, not quite so liberal but larger than usual in the far West, more conservative and restricted to staples and necessities in the Middle West, and much less in the East.

War service serves the server.

# OMAHA



## HOTEL FONTENELLE

H. E. GREGORY, Manager

FIRE-PROOF

EUROPEAN

**RATES:** One Person \$2 to \$4 per day  
Two Persons \$3 to \$6 per day

330 Rooms  
330 Baths



# Spreader Business in Wartime

**T**HE implement trade cannot afford to overlook any opportunity to help farmers produce bumper crops during wartime. That, more than anything else, is our job now. The manure spreader situation seems to offer us a great opportunity.

Every dealer, and many farmers, know that the proper use of a good manure spreader increases yields everywhere, especially of wheat and corn. By proper fertilizing, farmers could have added millions of bushels of these staple crops to the resources of the country, even in this good year, without planting a single additional acre, or putting any greater tax on their power equipment. Yet the best available records show that fewer than one-tenth of our farmers are making proper use of manure spreaders. **What a market!**



Wasting Fertilizer—A Common Sight on the Farm.



Wasting Labor—Another Common Practice.

This Company has a plan, and the material for carrying out that plan, which will help decidedly in accomplishing this much to be desired result. Any dealer who has, or who can get a contract to sell **Low Cloverleaf, Corn King, or 20th Century Spreaders** can have the plan and material to use in his community. He will also have the active help of this Company in putting the plan into operation.

This is one big job for the implement trade in 1919. Let's start it now, so that everything will be working smoothly when the spreader season opens next Spring.

See the blockman, or write the nearest branch house for information about our spreader selling plan.



Saving Labor and Manure—Universally Adopted, this Method would Add Millions to Farmers' Profits.

## International Harvester Company of America

(Incorporated)

Chicago

U S A



# Government Will Keep Close Check

C. S. Brantingham Tells N. I. & V. A. Department Members to Observe the Elimination Rules Strictly.

At the meeting of the plow and tillage implement department of the National Implement and Vehicle Association held in Chicago Sept. 6, the more than forty manufacturers attending were given some very valuable information through a general statement made by C. S. Brantingham, president of the Association and chairman of the Farm Implement Committee.

Among other things, Mr. Brantingham stated that in the new classification of the industries in matters of material priority, the farm operating equipment industry has been placed definitely in Class 4. It is not understood, however, that this reclassification in any way alters the former desirable position of preference which the industry has enjoyed for some time past.

Mr. Brantingham suggested that owing to the constantly increasing demand for metal for strictly Government uses, a much closer check will be made of all those industries using metals and in some lines, it is not at all

unlikely that arbitrary reductions in allotments of such material will be made. He stated further that the attention of officials at Washington has been called to the sharp advances made recently on malleable iron, affecting very vitally this industry. Interesting developments in this matter may be expected shortly.

Continuing, he impressed upon the manufacturers present the seriousness of their departing in the slightest deviation from the eliminations rulings that have been handed down by the Conservation Division, War Industries Board.

"The last time I was in Washington," said Mr. Brantingham, "I talked with the conservation people, and they are going to follow this up. I sent out a letter urging each one to report any cases of violation, at their request, and anybody who thinks that that elimination program does not mean what it says, is fooling himself. It means that any complaint will be investigated, and that materials, if need be, will be denied to the manufacturers who do

not observe the eliminations."

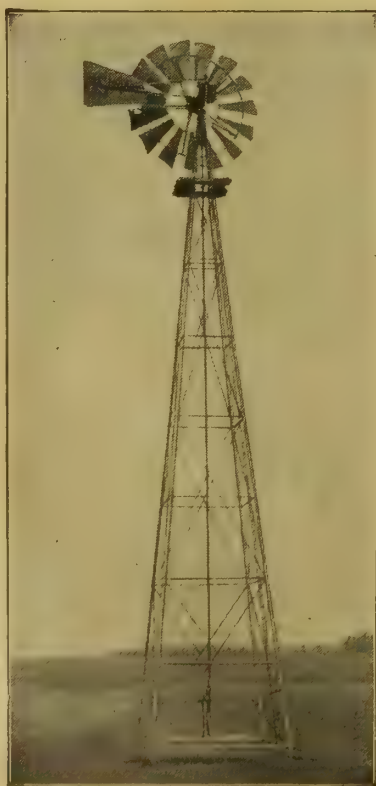
Concluding, Mr. Brantingham congratulated the plow and tillage implement department on its early initiative in bringing about so many eliminations of unnecessary variety which have been most pleasing to official Washington. Moreover, the program of elimination holds large economical values for every manufacturer, dealer and farmer.

The meeting reviewed some of the eliminations rulings of the Government and referred to the Conservation Division at Washington a request for some few minor changes, which, while not materially altering the rulings, will serve to make them clearer and more adaptable.

It being the annual meeting of the Department, the following officers for the ensuing year were elected: President, W. A. Weed, Oliver Chilled Plow Works; vice-president, H. J. Hirshheimer, La Crosse Plow Co.; secretary-treasurer, W. C. Sanders, Parlin & Orendorff Co.

The foregoing officers in addition to the following constitute the department executive committee: L. N. Burns, J. I. Case Plow Works; A. B. McLean, Roderick Lean Mfg. Co.

Miller S. King, Aberdeen, S. D., has taken on the sale of Cleveland tractors.



## U. S. WINDMILLS AND PUMPS LEADERS THE WORLD OVER

Go over the top with the U. S. line. You can give your trade mills either steel or wood, with vane or vaneless, sectional or solid wheel, and all styles of Iron Pumps.

Also tank heaters, wood and steel tanks, pump jacks, pump rod, cylinders, points, pipe, well casing, etc.

**LET US HEAR FROM YOU**

**U. S. Wind Engine & Pump Co.**  
BATAVIA, ILLS.

**U. S. Supply Co.**  
OMAHA, NEB.

**U. S. Water & Steam Supply Co.**  
KANSAS CITY, MO.



Kill the Hun  
Kill his Hope



## Bayonet and Bond —both kill!

ONE KILLS the Hun, the other kills his hope. And to kill his hope of victory is as essential right now as to kill his fighting hordes. For while hope lasts, the Wolf of Prussia will force his subject soldiers to the fighting line.

We have floated other loans, built a great fleet of ships, sunk pirate submarines, sent our men across and shown the Kaiser's generals what American dash and grit and initiative can do. The Hun has felt the sting of our bullets and the thrust of our bayonets.

He is beginning to understand America Aroused—to dread the weight of our arms and energy.

This is a crucial moment. Nothing can so smother the Hun morale, so blast his hopes, as a further message from a hundred million Freemen, a message that says in tones that cannot be misunderstood, "Our lives, our dollars, our ALL. These are in the fight for that Liberty which was made sacred by the sacrifices of our forefathers."

### Buy U. S. Government Bonds Fourth Liberty Loan

Contributed through Division of Advertising



United States Govt. Commission on Public Information

This space contributed for the Winning of the War by

The Publisher of

### The Implement and Tractor Trade Journal



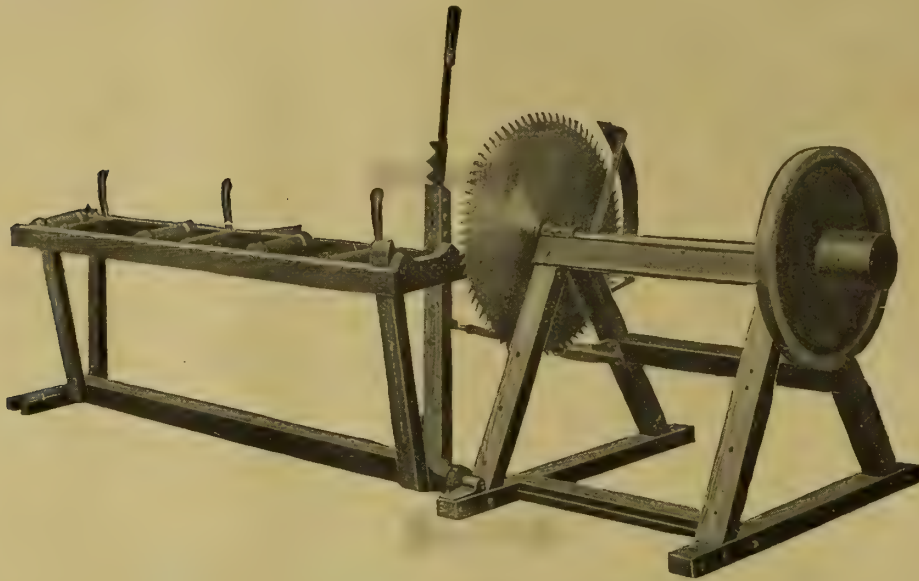
## Help in the Fuel Situation.

The fuel situation throughout the country this coming winter is going to present a problem. Last year the demands for coal for the munitions

throughout the country, which when properly thinned out would supply enough wood to heat thousands of homes and furnish fuel to take the place of coal which is so much needed. The dealer should give quite a little

early fall the United Engine Co. of Lansing, Mich., reports that they have been selling saw frames all during the summer months, indicating that the dealers are recognizing the big market and are taking the opportunity to place their specifications with the manufacturer to insure delivery.

The United Engine Co. with branches at Albany, N. Y., Independence, Ia., Minneapolis, Minn., and Kansas City, Mo., are marketing a complete line of saw frames and gasoline and kerosene engines.



THE SAW FRAME IS GOING TO HELP A GOOD MANY PEOPLE SAVE COAL THIS WINTER

plants and the ship yards caused a shortage that necessitated the closing of some of the factories of the country for a few days.

There are hundreds of wood yards

attention to the sale of saw rigs—power saw equipment which can be installed at reasonable prices.

Although the saw frame season selling season usually starts in the

## Equity Exchange Man to Acme.

Forest Glass, formerly manager of the implement department of the Bird City Farmers' Equity Exchange, Bird City, Kas., has taken a position as traveler for the Acme Harvesting Machine Co., covering the Fremont block in Nevada.

## Finish Roderick Lean Plant.

The new building of the Roderick Lean Mfg. Co., Mansfield, O., has been completed and operations begun in it. The building was completed in about 80 days. It is 100x420 feet with a wing 80 by 120 feet and contains 51,600 square feet of floor space.

# Eaton Non-Freezing Galvanized Hog Waterer

NECO  
PRODUCTS

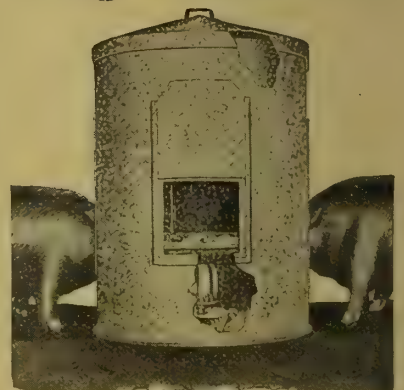
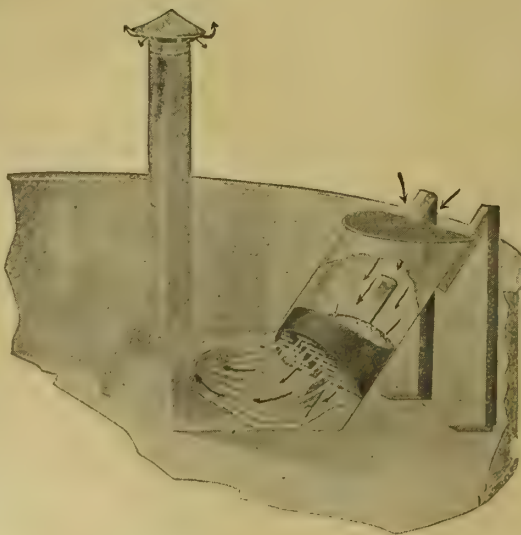
## OMAHA TANK HEATER

Galvanized, welded seams.

Can never float.  
Perfect draft.

We make a full line of all kinds of stock tanks, round, bottomless, sectionized and round-end tanks.

Place your order with us for service.



(PATENTED)

The up-to-date hog growers daily compliment this article.

Serviceable in all seasons.

We make them in 30, 55 and 100-gallon capacity.

# Nebraska & Iowa Steel Tank Co.

13th and Willis Ave. Omaha, Nebraska A. N. EATON, Prop.



# Attention! Mr. Manufacturer:—

Mid-West  
Implement  
Dealers'  
Convention  
November  
13-14-15  
OMAHA

Are you planning to exhibit at the Implement Dealers' Convention to be held in Omaha November 13th, 14th and 15th?

The entire Omaha Municipal Auditorium will be given over to the display of farm operating equipment on these days. More dealers will attend the Convention this year than ever before. They will be there with their eyes and ears open, ready to learn of any new machinery that will help combat the labor situation, which is acute in this territory. Preferred spaces will be given out in the order that reservations are made. First come, first served.

You must hurry if you desire display space at the biggest Convention ever held by the Mid-West Association. Write us for plat of floor space and prices today.

## Gasoline Engines

There will be an excellent space reserved for Gasoline Engine Exhibits. We have the use of the Auditorium from November 12th to 16th, which will give Gasoline Engine Exhibitors plenty of time to set up and put in operation their machine before the Convention opens. They will also have a day in which to take down their exhibits after the Convention.

## Tractors

One complete floor has been reserved for the display of farm tractors and heavy machinery. Space on this floor will go very rapidly, as this will be the one and only indoor tractor show for the Omaha trade territory. Every progressive dealer in the Omaha trade territory is interested in tractors and tractor tools, and there will be many a dealer who will be ready to take on tractor lines at the Convention. This will make a fine time to cash in on your prospects obtained at the Salina demonstration. It is safe to say that there are 100% more tractors in use in this territory this year than during recent years.

## Why You Should Exhibit

The Omaha trade territory is probably in better shape in every particular than any other in the country. The wheat crop was very good, and despite discouraging reports in regard to the corn crop it is known that a very good crop will be harvested; there is plenty of money; farmers are aware of the fact that they must now replace manpower by better farm implements and labor saving machinery; every implement dealer is having the best business in years.

Write at  
once for  
plat of  
floor space  
and prices



OMAHA AUDITORIUM—THE EXHIBIT PLACE.

## Mid-West Retail Implement Dealers' Association

JAMES WALLACE, Secretary, 224 South Main Street, Council Bluffs, Ia.

C. E. GALLAGHER, President, Coleridge, Neb.



## Induct Mechanics Into Service.

The Air Service Trade Test Board in charge of Lt. George P. Ames in the Army Bldg., at 15th and Dodge Sts., Omaha, Neb., has received telegraphic orders from Major General Kenly, Director of Military Aeronautics, to examine for induction several hundred men, physically fit for military duty and classified in the new draft, divided among the following trades: blacksmiths, cabinet makers, carpenters, coppersmiths, electricians, fabric workers, ignition men, instrument repairers, machinists, motor mechanics, airplane mechanics, propeller makers, auto mechanics, motorcycle repairmen and truckmasters, to be sent to Aviation Mechanics Training School, Kelly Field, Tex., and a number of vulcanizers and welders to be sent to St Paul. Those who have registered in the new draft cannot be inducted until serial numbers are secured from the local board, which will be about September 20, but they can be trade tested at once.

This gives an opportunity to men who were previously excluded on account of their being in Class One and physically qualified for general service. This school, which is one

of the best of its kind in the country, if not in the world, trains mechanics for the aviation section, giving them a thorough course of instruction in the different lines, enabling them to qualify as experts. From this school they are sent to aviation units at various flying fields throughout the country. Many of the students on completing the course are given an opportunity to make short flights. Well qualified students are sent to Ground School for training as aviators and others to Officers' Training Camps for other branches of the service.

The course has to do with the making of airplane parts and repair work, placing these parts and repairing the various units, assembling these units and making the complete airplane, with lectures on the theory of flight and other matters pertaining to aerodynamics. It is particularly desirable to get men who have had at least a high school education or some mathematical and technical work with mechanical experience. Many men are also needed for the motor mechanic and auto mechanic courses. For these courses men who understand thoroughly the principles of gas engines and have had several years' experience in practical shop work are

needed. After applicant is accepted, his release is sought through the Provost Marshal General, who orders the local board to release the man and furnish him transportation to the Aviation Mechanics Training School, St. Paul. It takes about ten days from the day application is made until the order is received by the local board.

Those living at a great distance may make application by sending a typewritten letter to the above board, stating in detail their education, knowledge and experience, the work they have done since leaving school, and for whom, inclosing their classification card, which should show their order number, class and division, and credentials or certificates of their school, college or university work.

## A Small Crop in New Zealand.

This year's wheat crop in New Zealand will fall considerably below that of last year, according to Consul General Alfred A. Winslow in Commerce Reports.

The 1917-1918 crop was estimated at about 1,000,000 bushels. The fall seeding this year was about 15 percent below that of last year, and the indications are that the spring seeding will be much less.

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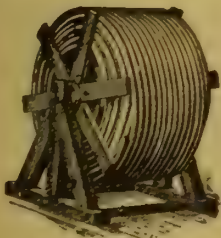
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## King Ak-sar-ben in Omaha.

Ak-sar-ben festivities, which annually bring 100,000 or more visitors to Omaha for a period of 10 days, have been in full drive in the Nebraska metropolis during the past ten days. The big carnival in connection with the festivities opened Wednesday noon, Sept. 25. Although the first night is usually considered a "dead" one at this carnival, nearly 6,000 people passed through the gates, and beat last year's first night record by nearly 2,000.

Paddle-wheel "gambling" for cigars, dolls, chinaware, and other prizes, was forbidden this year by the city commissioners, as they held it to be against the city ordinances. This threw something of a damper upon a certain element of the carnival, but the crowds came anyway. The big electrical parade, the gorgeous spectacle that attends the regal entrance of the King, fairly lighted the heaven with its variegated blaze of electrical splendor, and set the imagination astir with allegorical allusions. It was a clear knock-out for the kaiser.

"The Allies' Answer" was the title of the electrical parade this year. The floats, twenty or more of them, passing in review before the thousands of people who strained against the steel cables stretched along the sidewalks, sent thrills of patriotism through the hearts of the spectators.

The daylight parade was a military and Liberty Loan spectacle, with hundreds of Federal troops of the adjacent army posts taking part.

## Form Boys' Working Reserve.

Details are being arranged by the Co-operative Public Employment Bureau for Nebraska for the registration on Nov. 14 of all boys who have attained the age of fifteen years and seven months, and not yet attained the age of eighteen. This is to form Nebraska's share of a great working reserve of more than 2,000,000 able-bodied boys in the United States.

The United States Department of

Labor, under whose direction this boys' working reserve is being organized, estimates that more than 2,000,000 able-bodied boys of this age, able to do light farm work, remained idle throughout the summer, while in many parts of the land, fields lay untilled, and fruit rotted on the ground for the lack of labor.

Plans are being worked out to give the registered boys a course of training next winter to fit them to go on the farms in the spring and help where help is most needed, in order that the greatest possible acreage of all necessary crops may be tended and harvested.

## Changes in B. F. Avery & Son.

Fred N. Davis, formerly with the Parlin & Orendorff Plow Co., and one time assistant manager of the Nebraska Moline Plow Co., has been made assistant to Manager Bullock of B. F. Avery & Son, Omaha.

E. J. Evans, formerly traveling western Iowa for the Parlin & Orendorff Plow Co., is now covering a block in Iowa for B. F. Avery & Son.

## Badger Succeeds Childrens.

The Badger Mfg. Co. has succeeded the E. Childrens & Sons Mfg. Co. of Council Bluffs. The policy of the new concern will be to go direct to the trade with their line of Badger cultivators, Hawkeye feed mills, Badger power attachment, and hog oiler, instead of having the lines handled through jobbers as heretofore.

## Stover Joins I. & V. Club.

The Stover Mfg. & Engine Co. is the latest concern to join the Omaha and Council Bluffs Implement and Vehicle Club. Manager W. A. Haydon attended the September dinner and meeting of the club, on invitation of the officers, and immediately recommended that the company take out a membership.

Wheatless days in America make sleepless nights in Germany.

## Joel Turney Again Active.

The Joel Turney Co., Fairfield, Ia., manufacturers of wagons and farm trucks, has completed its new plant and is doing business again, after having been set back considerably by a big fire last spring which practically wiped out the plant.

E. C. Johnson, traveling man for the company, was in Council Bluffs last week, Sept. 25, consulting with Secretary James Wallace of the Mid-west Implement Show with regard to show space at the Omaha auditorium for November 13-15.

## Make Cattle and Hog Survey.

Nebraska's potential strength as a meat and food producer will be developed by a survey of the hogs and cattle on the farms of the state. This survey will be made Oct. 15 by the Federal food administration of Nebraska and will show the number of hogs and cattle on the farms on that date.

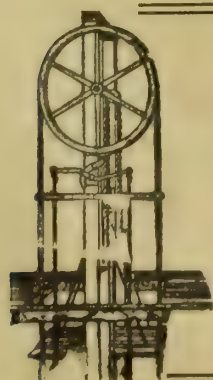
The school children of the state will be utilized in making the survey. On the date set every farmer in the state will be asked to give the number of hogs and cattle and such other information as is necessary. Food Administrator G. W. Wattles has secured the co-operation of State Superintendent of Schools W. H. Clemmons. County food administrators will have charge of each county and will work in close co-operation with the county superintendents.

## How to Foil the Potato Grub.

An exceptionally large number of white grubs appeared in the soil in the potato fields of Nebraska this summer and fall, according to investigations made by the experiment station of the University of Nebraska.

The entomology department of the university recommends that in order to prevent too much loss to the potatoes which these grubs have been gnawing all summer and fall, the potatoes should be dug now. It is also recommended by the same department that immediately after the potatoes are dug, the field should be given a deep plowing; then that next season potatoes be planted in the same field. It is also advised that potatoes be planted following corn, alfalfa, or clover, but not following grass. Pasturing the infested field with swine after the potatoes are dug is said to be good.

Owing to lack of markets for their corn farmers in Argentina, South America, are in some cases disposing of it for fuel at 40 cents per bushel.



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## Tractors and the Wounded

By A. S. Chaney

THE use of modern farm operating equipment has brought about a vast change in agricultural possibilities and is a factor largely to be reckoned with in the extension of agriculture to meet the needs of returned soldiers disabled for military service. The use of tractor farm machinery places with-

strated through the re-educational work among crippled soldiers in Great Britain and Canada. In America the numbers of men disabled, in civil life,

This man has been largely interested in progressive farming and the organization of farm work in Texas and has traveled many miles in his educational campaign. He is a living example, to those to whom he appeals, of the ability of brains and will power to overcome physical handicap.



THANKS TO POWER FARMING MACHINERY AND ARTIFICIAL APPLIANCES, THE WAR CRIPPLE'S DAYS OF USEFULNESS ARE NOT OVER

in the ability of the man reduced in strength work which hitherto was possible only to the man physically fit in every way.

A man, therefore, who is suffering from constitutional weaknesses incurred during military service, can be employed to the advantage of his health, as well as to industrial advantage, on the farm through the use of farm tractor equipment. This is also true of the man who has suffered amputations. It has been thoroughly demon-

who have found themselves able to manipulate such machinery gives added testimony upon which to base conclusions.

A notable example is to be found in Dallas, Tex., in the case of a judge of one of the higher courts of that city who, having lost both his hands, has so developed his control of his automobile that he runs it with facility and is able to make long trips through the country, entirely alone. He also repairs and cares for his car.

The soldier crippled in the present war will be treated by entirely different methods from any ever employed in the history of the world. Owing to the huge armies, the number of men disabled by wounds will be so great that they will necessarily become a very large factor in our economic life, either as a depressing influence or a force of active workers in the restoration of the industrial status of the country.

Taking lessons from the work of



the belligerent nations of Europe, who, since the first year of the war, have been engaged in working out plans for these men, the United States has coordinated, and has already in operation a systematic and comprehensive plan of re-education.

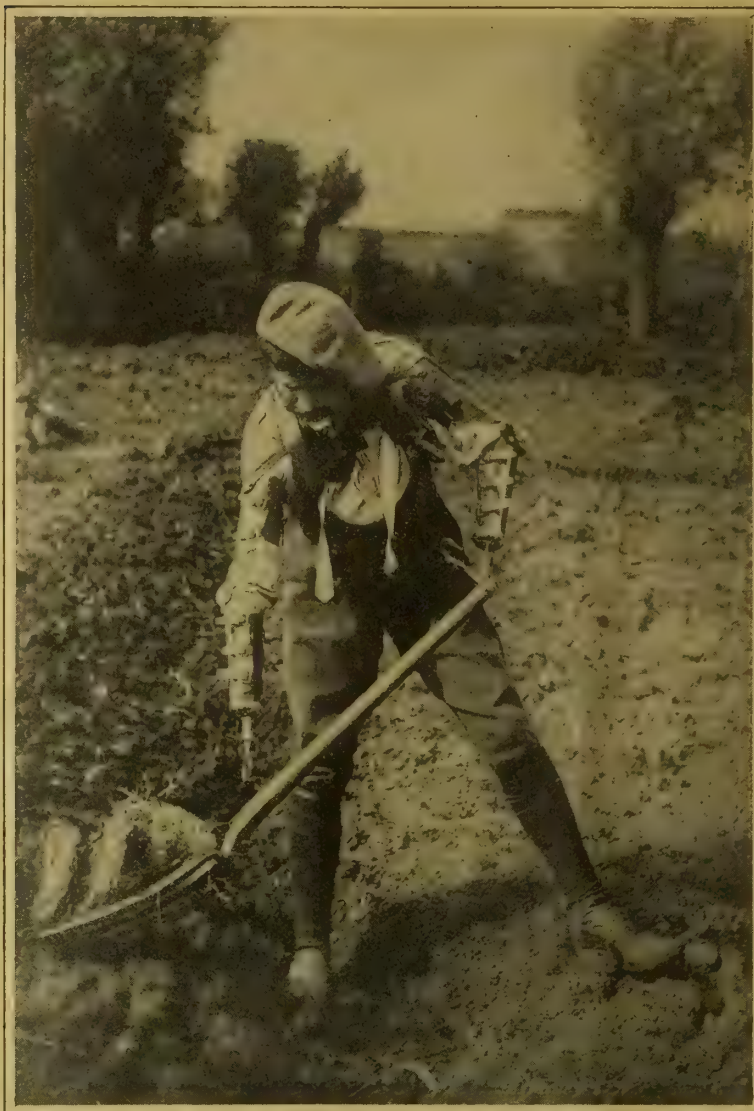
The Red Cross Institute for Crippled and Disabled Men in New York City has has perhaps the most comprehensive system of such survey and placement which has so far been gathered.

In making the survey every industry has come under observation and it is interesting to note that farm tractor operation was decided upon as a big factor in the work of rehabilitating disabled soldiers. That it will have a large development is certain, since the work in the open air is the best possible cure for neurasthenic or tubercular soldiers, or those who have been gassed. But the operation of tractors and other farm machinery is also possible and practicable for men who have suffered amputations and the United States Government will doubtless follow the example of Canada, Great Britain and Australia and offer special inducements to the returned soldiers to enter agriculture. In this movement the farm machinery cannot fail to hold a large part.

In Canada, where the Government has not only made very generous land offers to the returned soldiers, but also lends sufficient money for him to build a house and begin operations, there are already many vast tracts of recently virgin soil now under cultivation. This swift access of cultivated lands, trained farmers and increased productions of food stuffs is largely due to the utilization of farm machinery.

At Calgary, Alta., there is a special

## DESPITE HIS TRAGEDY HE STILL CAN WORK



**There may be those who look upon the plan of the Red Cross Institute for Crippled and Disabled Men to train soldiers injured in action for farm work as impracticable, but enough has already been accomplished in this direction to establish the practicability of the plan. In the picture is shown a former fighter in the ranks of the French Alpine Chasseurs, or "Blue Devils," at work with a spading fork. This man has undergone a double forearm amputation. The apparatus for his left arm is equipped with a single hook; that for his left, with a hook and ring. Thousands of injured men in Europe and America will be trained for all classes of agricultural work.**

class for teaching the use of tractors. In England, the Battersea Polytechnic has a three-month course in agricultural motor and tractor work. Tractor plows, harvesters, every sort of farm machinery, in fact, is employed and the men are trained in their use and aided to make investment in them so that their return to the land may be instantly profitable.

There has been a very rapid development in surgery since the war and the physical rehabilitation of the men is marvelous. French, British, and

American surgeons have given special attention to appliances which will supply the use of hands and feet. The success of these has been almost miraculous. A special wooden leg has been devised for farm work which has an enlarged foot to prevent sinking in the soft soil. For the man who has lost a hand and arm, or even two, there is an artificial hand that is almost human in its adaptability and which enables him to use the wheel of a tractor with as great skill as with his own hands.

A one-armed man with a good mechanical appliance can run a tractor with perfect ease. A one-legged man can do the same. There are already in active work so many partly disabled men that there is not room for any doubt that farm machinery will greatly increase the usefulness of the crippled soldier in agricultural tasks.

With the inducements which will be offered by the Government for such men to take to farming, agriculture will see a decided renaissance after the war and with it, an increased demand for every article of modern invention which will aid in promoting it. For the farmer who employs help the crippled soldier who has learned to operate farm ma-

chinery will provide a very desirable source of labor supply and it will be for the farmer's own benefit to employ and give preference to these men in assembling his farm help.

They will have the advantage over others of special training. The farmer will not be under the apprehension of having an expensive piece of machinery ruined while he is breaking in a new hand, for the "man" will already be an expert in the work, having been trained by Government ex-

*(Continued on page 30)*



# The Modern Oil Burning Tractor Engine

The following article is an address delivered by Mr. Sward at the recent meeting of the Mid-West Section of the Society of Automotive Engineers in Chicago. It is most definite and instructive regarding the history of its subject.

By H. T. Sward

Sales Engineer Fairbank Morse Co.

THE construction history of the farm tractor extends back into the early '70s, but it remained for the Twentieth Century to see the dawn of the tractor driven by the gas and oil engine. While the gas and oil tractor has been in the field of operation for a period of about fifteen years, this period oftentimes has, apparently, not been long enough for designers and engineers to gather conclusive evidence indicating definitely the type of engine best adapted for this purpose. There is being used, today, almost every type of internal combustion engine, from the low speed, hopper-cooled farm type of stationary engine to the high speed automobile engine.

With each of these types it is necessary for the designer to use radically different construction in the general design of the tractor, in transmission, etc., and as a result it has been difficult for an association to gather sufficient data to develop an engine that can be called a standard tractor engine. This one fact, more than perhaps any other, has made it necessary for the purchaser of a tractor to have some knowledge of the product he is buying. It has been necessary for him to study carefully the various designs, so as not to be the prey of overzealous salesmen. This condition has had a great deal to do with the indifference on the part of the purchaser toward the use of tractors driven by internal combustion engines.

In the design of a tractor engine it should be borne in mind that the average user is going to seriously consider the small tractor. In other words, he will buy a tractor with an engine which he thinks is large enough, and the tendency has been to buy the outfit which is rated at the highest power and the lowest price. The result of this condition has been that the tractor engine is usually loaded to its full rated capacity. It is required to develop its full load or better most of the time in regular service. It is therefore necessary to furnish an engine designed to carry this load without undue strain upon any part.

## The Special Requirements.

It is a well known fact that the automobile or truck engine is rarely required to carry its full load; and on

this basis these engines are so designed that, if obliged to carry their full load ratings continuously, they require most careful attention and adjustment. It has been found in the stationary practice that an engine, designed to stand up under all load conditions, and especially where full loads are required for any length of time, that the slow speed engine shows the greatest reliability.

Early in the history of the stationary engine several high speed engines were developed, but all of these proved unsatisfactory for continuous heavy work. High speed necessitated the use of light reciprocating parts, and it was found practically impossible to build them heavy enough to stand the continuous heavy strains and give good service.

Further, a tractor engine, to be successful, must be one that, when placed in the hands of a man of average intelligence, can be operated without unusual difficulty. Also, it must be economical in operation. It should be a constant speed engine, with as few parts as possible, and free from intricate and delicate mechanisms.

The designer of the tractor engine is confronted, perhaps more than any other, with the problem of an engine that will successfully operate on cheap, low grade oils. This subject has been studied by the majority of tractor manufacturers during the past years, and in some cases, it has been treated as a matter of secondary importance. Many attempts have been made to convert an engine designed for gasoline to operate on oil by the simple addition of a manifold and specially constructed carburetor, with which application they have called and advertised the engine as a gasoline-kerosene engine.

## Tests Made Ten Years Ago.

About ten years ago the first Solar oil engine was introduced in the stationary units. This engine was not an oil engine, but practically a dry gas engine, to which was attached a large cumbersome carburetor, or vaporizer. This was nothing more nor less than a refining retort in which the lighter distillates were released in the form of gas, and the heavy ends and residue precipitated. Several attempts were made to operate engines along

the lines of our present automobile engines provided with splash lubrication on the heavier oils, but these were absolute failures. All of these failures can be directly attributed to the improper handling of the fuel and the failure of the lubricating system.

Progress has been made very rapidly in the oil engine field, until it can be stated that more than 90 percent of the engines larger than 5 hp. manufactured today for farm and industrial purposes are equipped to burn kerosene and distillates as low as 38 degrees Beaume. In order to do this it has been necessary to discard many well designed engines, and many practices that were considered standard. This must also happen in the automobile type engine before real progress can be made in the oil-burning engine for general automotive purposes.

Gasoline engines fitted with kerosene carburetors are not successful, as they are simply an addition of delicate parts, which parts are supposed to accomplish the necessary volatilization of the fuel and take care of all the functions of the oil-burning engine. Experience has taught us that this cannot be done by a carburetor, as the engine must be designed to take care of this heavy fuel, not only in the carburetor, but during all stages until power has been developed.

## The Use of Low Grade Oil.

As we have no choice as to the fuel to be used, the designer should consider carefully how the low grade fuels can be put to use without the resulting difficulties which the kerosene carburetor presents. The engine which we have used successfully is of the horizontal, two-cylinder, four-cycle type, with compression carried at about 60 pounds. The cylinders are cast en bloc with a common crank case, the connecting rod having a single throw, giving the crank shaft a power impulse at every revolution.

The fuel mixing chamber consists of a very simple casting, in which the fuel is kept at a uniform level by means of an overflow pipe, which returns the excess fuel delivery by a fuel pump to the fuel tank in the base of the engine, or tractor frame.

In starting the engine, all the fuel is returned to the fuel tank, and the mixing chamber reservoir, as well as the fuel pipe above the pump, filled with gasoline. This amount of fuel enables the engine to be started read-

(Continued on page 30)



# CONDITIONS IN THE TRADE TODAY

## Implement Distributors Give Their Opinions

### It Will Be a Banner Year for the Tractor Business

Interest Centers Around the Tractor More Than Anything Else.

By M. H. Murphy

Manager for Emerson-Brantingham Implement Co.

ST. LOUIS, Mo., Sept. 17.—To the Implement & Tractor Trade Journal: The possibility of trade on this territory, I will say, the outlook at present is quite encouraging. Contract orders for the coming season's requirements are being readily obtained and the listing generally in excess of the initial order of the past season. All things considered, we believe that there is a very active and interesting season ahead for implements and kindred lines.

It goes without saying that there is really more interest at present being centered in the use of farm tractors than anything else in the machinery line that the market affords. The trade for the past sixty days has been phenomenal and the dealers generally are arranging contracts for liberal requirements for use the coming season.

### Business Restrained Only by Need of Conservation

Advance Ordering Necessary Because of Restricted Output.

By G. M. Durkee

Manager Parlin & Orendorff Plow Co.

OMAHA Neb., Sept. 18.—To the Implement & Tractor Trade Journal: You ask for a letter outlining conditions as we see them right now. I wonder if you really realize what you are asking? A letter outlining the conditions as we see them right now, under the present and prospective future conditions, is a good deal like outlining the battle line of the Allied troops "Over There"—what we might say on either subject today would be materially changed tomorrow.

The conditions and the situation right now are difficult to determine. We do know that our Government is

asking, and rightfully asking, for the conservation of all materials that are essential to win the war, and we know that the conservation of materials at this time means expansion in labor and efforts. We know that our Government is asking not for reduction in tons or in hundreds of pounds, but really in ounces in this class of material and it makes it more than ordinarily difficult to take care of the legitimate requirements and the keeping of stock on hand without a little feeling of guilty conscience where we are trying to carry stock to take care of immediate shipment orders.

If the trade throughout the agricultural sections of the country could and would realize that the placing by

the trade—but with only partial success.

We appreciate the fact that the dealer, lacking competent help, is put in a position so that it is difficult to actually foresee his future requirements to quite an extent, but we believe that if the local implement dealer would circularize his community, advising of the difficulties of getting the proper tools at the proper time, that the American farmer is loyal enough and good enough business man to look forward to his requirements thirty, sixty or ninety days and thus permit of his local dealer preparing himself for his customers' requirements. If we, as jobbers, could show our customers the great handicap that all big business in big business centers is being operated under, they could and would appreciate the necessity for patience and time in the execution of orders placed.

### Business Outlook is Good in Rocky Mountain Region

Farmers Will Need New Machinery to Meet Greater Food Demands.

By G. L. Hall

Manager for Emerson-Brantingham Implement Co.

DENVER, Col., Sept. 16.—To the Implement & Tractor Trade Journal: The outlook for implement and tractor trade in Colorado is good for the coming season. There was never a time in the history of the country when the retail dealer and the farmer had the opportunity that he has at this time, for both service to the country, and profits to himself in the implement business.

During the season just passed, the farmers as a rule have not purchased implements as freely as in years past, there being the tendency on their part to repair the old machine and get along with it for another year, but for the coming season it is necessary that he have new, up to date machinery, and he is going to buy it, and it is to the best interest of both the dealer and the farmer that they place their orders early, so that it will insure them getting their goods at the time they are needed.

The implement manufacturer has had many serious obstacles to contend



G. M. DURKEE

them of conservative orders several weeks, or several months, in advance of the time when these goods could actually be used, if they could and would see this in the right light, it would make a material difference in our ability to take care of their requirements without the feeling that in laying in, or attempting to lay in, a stock we were doing other than our good Government expects us to do.

There can be no question in the minds of anyone but that the tools necessary for the production of a crop are pretty nearly, if not equally, as important as the tools that are necessary for the direct execution of the war work, but what the manufacturer and the jobber need is advance information from the country dealer and from the farmer as to their future requirements. We, like all others, have attempted this fall to prepare ourselves to take care of the needs of



with, and the service he has rendered in the past is remarkable and should be appreciated by all retail dealers and farmers. The agricultural implement industry is one of the most essential in furthering the successful prosecution of the war.

## Implement Industry Never So Important to Nation

Conservation and Early Ordering Are the Great Needs This Year.

By R. W. Johnston

Manager for International Harvester Co.

**KANSAS CITY, Mo., Sept. 18.**—To the Implement & Tractor Trade Journal: At no time in the history of the implement industry has the need of more highly efficient production and distribution methods been so vitally important to the welfare of the nation as the present. Neither has the industry ever faced such conditions in regard to raw materials and labor. With these obstacles ahead it is up to the farm implement manufacturers, distributors and dealers to furnish the ultimate user, the farmer, modern labor saving machines, in ample quantities, at the right season of the year, so that the production of food will continue on a scale sufficiently large to insure the unimpaired progress of our program in winning the war. It is believed that every manufacturer of farm implements realizes the seriousness of the situation and knows that over-production cannot be permitted with the need of steel so great for actual war munitions. The problem is one which can be solved only by close cooperation of all parties directly concerned, namely, the farmer, the dealer, the wholesale distributor, and the manufacturer.

The duty of the farmer is: First, to repair and use every machine which can, with a reasonable amount of overhauling, be made to do his work in a way which will not impede the progress of his operations. Next he should anticipate his needs for new machines for the coming year and give his requirements to the dealer at the earliest possible date. Wherever possible the farmer should also take delivery of his machines during the winter months.

The dealer, realizing that in order to get ample production, the manufacturing program must be based on actual requirements of the farmer, also that these requirements must be collected and forwarded through proper channels to the factories well in advance of the season when the ma-

chines are used, should make it his duty to urge upon the farmer the importance of this matter and in turn place his requirements with wholesale distributor or manufacturer in ample time to permit manufacture and transportation. To avoid transportation congestion and insure delivery to farmer for spring trade of 1919, the dealer should have his shipping orders placed not later than Dec. 1, this year.

The advantage of early shipments can be readily appreciated from the difficulties experienced this year, especially the inability to furnish enough grain drills. Now is the time when the local dealer can prove his true worth and necessity to a community.

By receiving early requirements and shipping orders, the wholesale distrib-



R. W. JOHNSTON

utor can, of course, render more efficient distribution and make more accurate estimates for production.

## Prospects Not So Bright Throughout the Northwest

Two Poor Crop Years Have Left the Dealers With Stocks on Hand.

By R. Mackay

Manager Northern Moline Plow Co.

**MINOT, N. D., Sept. 18.**—To the Implement and Tractor Trade Journal: In reply to your inquiry, we cannot speak so highly of the prospect for the coming season's trade in the territory under the government of this house. Unfortunately, as you undoubtedly know, this northwestern portion of North Dakota and the north half of Montana have for the past two and one-half years had two failures of crops in succession, and the 1918 crop only a partial one.

Since the spring of 1916 the dealers throughout this country have found

very little sale for farm tools owing to crop conditions, therefore their warehouses are very heavily loaded, and everyone interested in this line of trade is particularly exercised this season over their collections, more than of sales. There of course will be some need for filling in stock for next year, but we cannot locate any dealers throughout the territory but what intend to sit tight in the saddle and ride steady until they see the outcome of the 1919 crop, desirous of course in the meantime of unloading their present stock on hand where the credit may justify.

We, in this district, are living in hope this fall of cleaning house fairly well on collections, but the trade at the present time just written by travelers generally is of a very limited quantity. Then again, there is considerable thought to be given to the subject of North Dakota politics, and as to what may happen providing the non-partisans gain power. It will materially affect the legitimate implement dealer who wishes to do business on the square.

While this season's crop, though from a heavy acreage is of low average in yield, but subject to a strong market, it will eventually result in considerable money, and as nearly as we can learn it is the intention of all the farming interests of this western section to put in just as large an acreage in crop next year as they can possibly cultivate, being handicapped of course by the loss of man-power, therefore the interest in tractors that can be readily handled with different tools attached and so-called one-man outfits.

The women are getting the fever for driving tractors and we commend them for their loyalty in this respect, because it will help "Win the War," and many of them are mighty good operators because they do not quit the job as early as the men do—they are always looking to see the finish. The "farmerette" of this territory is entitled to every consideration and praise for her effort along this line, and she is to be reckoned with as to the amount of wheat we are going to be able to ship the Allies and our own boys in order that our brave laddies may be able to sit around the peace table in the kaiser's palace as early as possible, with that famous gentleman chained to the floor and gagged so that he won't have any voice in the settlement.

The Stutz-Mar Tractor Corporation, Indianapolis, Ind., has increased its capital stock from \$100,000 to \$300,000.



# Implement & Tractor Trade Journal

1886

1918

Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALL

GEO. F. MASSEY  
Editor

HALLEY K. DICKEY  
Tractor Editor

SATURDAY, OCTOBER 12

DESPITE its sad work, Spanish influenza cannot be half as deadly as German propaganda.

MENTIONING the American morale, we have yet to hear anyone beef about the possibility of being enveloped by the draft. Have you?

THE up-to-date pest is not the man who kicks about the weather. It's the one who comes along and pokes you genially in the ribs and says, "Well, had any 'flu' symptoms yet?"

WITH admirable restraint, as we thought, we casually remarked at the head of this column an issue or so ago that, "Our Flag, it seems is still there." An indignant tractor and spreader man writes in: "You're wrong—it's several miles closer to Berlin." We sit corrected. Still, he'll have to admit that it hasn't yet been planted on the right side of the Rhine. Despite our vaunted restraint, we're as impatient as a setter pup. However, we ween, if we had to do the fighting, we could probably see several reasons for patience. Like the rest of the swivel-chair warriors, we are simply rarin' to read of the entry of the Yanks into Berlin.

## WE MUST FIGHT ON

THE American effort to keep the peace lasted through the long months and years that preceded the memorable decision of April 6, 1917. Though the injuries done us were heinous in the extreme, we still appealed to diplomacy. But autocracy would not listen. Only lies, evasions and more injuries followed.

Then came the appeal to arms. War to the finish was declared. Over and over again it has been proven that arms alone will avail against such an adversary. Now his bloody hands are outstretched in a whimpering plea for peace.

Can clear-thinking people heed it? Never until they can be sure that the butcher is beaten and as near repentance as his nature will permit. For such surety only the future holds out hope. We must fight on.

## CALLED UPON TO CONSERVE

ADDRESSING the farm operating equipment industry, Judge Edwin B. Parker, priorities commissioner of the War Industry Board, made this significant statement: "Yours is clearly not only an essential, but an indirect war industry, and will be dealt with as such." It was in this same communication that he announced the consumption of iron and steel by the industry would have to be curtailed 25 percent.

There can be no mistake as to the esteem in which the Government now holds this industry, nor as to the necessity for limiting its supply of material. Some months ago there was a deal of natural apprehension in the trade that those in authority might not completely understand the essentiality of its functions. Happily that apprehension has disappeared. The trade now knows where it stands and it knows that it stands in a very high place.

In view of the foregoing circumstances, it comes with double meaning that the industry is to be deprived of 25 percent of its material by Government order. Scarcely anything in the most sensational headline could express more of our national determination to win the war. It means that the country is willing to accept all the necessary hardships and inconveniences to make victory sure. In a peculiar sense, the implement industry is thus called upon to conserve for the sake of the great cause.

## DESIRABLE ASPECTS

THE order of curtailment is based upon this reasoning submitted by Judge Parker: "The use of a machine, in the manufacture of which large quantities of labor and material are consumed, may be economically sound and in normal times its manufacture and use should be stimulated; but if its production at this crisis requires more labor than will be saved in one season's use, it should, generally speaking, be substituted by other machines or implements in order to accomplish the immediate conservation of labor and materials."

So it is on grounds of immediate conservation, in order to speed all war work to the utmost limit, that the curtailment is made. As far as the nearer interests of the trade are concerned, the order of curtailment presents some aspects which are very desirable. Carried-over stocks and implements which have lost value and sale because they have become semi-obsolete will surely move rapidly to the farm under this pressure of war-time conservation.

And in the sale of repairs the new situation should have an extremely stimulating influence. Probably more old implements will be put into service next season than ever before, not because the farmers are not in the market for new, but because the conditions will encourage them to make use of tools that they would otherwise discard. Plainly, that means repairs. On this one item alone the implement trade will furnish the indispensable service.

## THE COUNTRY SCHOOLS

WITHIN the last ten years no trade convention has failed to admonish the dealer to take more of an interest in the life of the people in the country on whom he depends for patronage. If there has been any lack on the part of dealers to promote the movements calculated to improve conditions, it is not the fault of the convention speakers. They have spoken with inspiration.

Few institutions have more far-reaching effects on our citizenship than the schools. Despite the fact that the little red schoolhouse has been so poetically lauded, the average district school is a good deal of a disgrace to the immediate community and to the country at large. In thousands of districts the schoolhouse is nothing much better than a shed half-buried in a weed-grown lot.

In some of the more progressive communities the newer generation of farmers is recognizing that the children are entitled to a real schoolhouse with surroundings to match. Wherever there is the least chance for betterment of this kind the dealer in agricultural implements ought to identify himself with a positive movement to bring it about.

While on this topic, it would scarcely be meet for us to fail to say something in behalf of the centralized school, or, as it has sometimes developed, the township high school, to which the pupils are transported in carry-alls. The movement for such schools had started even before the automobile attained popularity. Since the passenger truck has come into practical vogue, the problem of transportation, once considered the principal problem connected with this plan, is solved simply and effectively.

It is true that a dealer in making himself a part of such movements might incur the mild hostility of the more backward element of farmers. But after all, it is not the favor of the backward element that he wants.



# The Nation and the Gear Industry

The following was an address given by Mr. Sinram at a recent gathering of the American Gear Manufacturers' Association at Syracuse, N. Y.

By F. W. Sinram

President of the American Gear Manufacturers' Association.

**I**N opening the first session of our semi-annual meeting here today I wish to compliment our Syracuse associates on the beauty and apparent substantiality of their city and to remind the representatives in attendance that we sojourn in one of the largest production centers of the world for automotive gears.

Your executive committee was not unmindful of these facts in the selection of Syracuse for this meeting, which also commended itself for its accessibility and its more or less central location so far as the greatest number of our representatives are concerned—important considerations under existing conditions.

When we met last in April we were greatly impressed with the responsibilities imposed upon us by the times, as we are now keenly sensible to the fact that these are steadily increasing by developments from day to day.

Few, not actively identified with the industry, are able to appreciate to the full the importance of our product to the war program. There are perhaps some in the industry itself whose efforts are directed to certain phases only who may not fully comprehend the importance and scope of our collective production.

## The Gear As a War Requirement.

How many realize the multifold applications of our product involved in the war requirements? There are gears in every ship that sails the seas; every airplane that flies the air; every submarine that plies the depths; every truck that transports men and supplies; every military tractor that pierces the enemy's front; every farm tractor aiding in the food supply for military and civilian at home and abroad, in cranes, steam shovels, gasoline locomotives, trench engines, guns and gun mounts, etc.; gears are also vital maintenance items for mines, mills and electric motor cars. And the half has not been told.

As gears almost invariably become a part of some other item, the Government has little occasion to purchase gears as such direct, therefore the gear specialist serves indirectly while directly dependent upon the Government for support.

Perhaps a few statements of facts pertinent to gear production may sug-

gest what is necessary from the different angles for satisfactory performance on the part of the industry.

1. There is no finished product more vital to the war than ours—gears.

2. The production of gears is a technical, highly specialized business. Efficiently conducted, its demands in personal ability (commercial, technical and mechanical) are of a high order.

3. Many phases of gear production demand skilled workers to an extent not required by the average metal working industry.

4. A large fixed investment (plant, machinery and tools) is required for any considerable scope and volume.

The requirements of the Nation are paramount to every other consideration. It devolves upon every gear pro-

## Trade Conventions.

### October.

National Implement & Vehicle Association, Chicago, Oct. 16, 17 and 18.

### November.

Michigan Implement and Vehicle Dealers' Association, Kalamazoo, Mich., Nov. 13, 14 and 15; Secretary, L. F. Wolf, Mt. Clemens. Implement show in connection.

Mid-West Implement Dealers' Association, Omaha, Neb., Nov. 13, 14 and 15; Secretary, James Wallace, Council Bluffs, Ia. Implement show in connection.

Ohio Implement Dealers' Association, Columbus, O., Nov. 13 and 14. Secretary, E. E. Whaley, Springfield, O.

### December.

Iowa Implement Dealers' Association, Des Moines, Dec. 3, 4 and 5; Secretary, T. F. Wherry, Hampton. Tractor show in connection.

Indiana Implement Dealers' Association, Indianapolis, Dec. 4, 5 and 6; Secretary, T. H. McGeorge, Covington.

Illinois Implement and Vehicle Dealers' Association, Peoria, Dec. 3, 4 and 5; Secretary, R. A. Lathrop, Hope, N. D. Implement show in connection.

Oklahoma Hardware and Implement Association, Oklahoma City, Dec. 10, 11 and 12; Secretary, W. B. Porch Mustang. Tractor show held same dates.

Wisconsin Implement Dealers' Association, Milwaukee, Dec. 11, 12 and 13; Secretary, R. G. Nuss, Madison. Implement show in connection.

### January.

Minnesota Implement Dealers' Association, Minneapolis, Jan. 7, 8 and 9, 1919; Secretary, C. I. Buxton, Owatonna.

Western Retail Implement, Vehicle and Hardware Association, Kansas City, Mo., Jan. 14, 15 and 16; Secretary, H. J. Hodges, Abilene, Kan.

Mountain States Hardware and Implement Association, Denver, Jan. 21, 22 and 23; Secretary, W. W. McAllister, Boulder, Colo.

North Dakota Implement Dealers' Association, Fargo, Jan. 22, 23 and 24; Secretary, R. A. Lathrop, Hope, N. D. Implement show in connection.

Pacific Northwest Hardware and Implement Association, Spokane, Wash., Jan. 15, 16 and 17; Secretary, E. E. Lucas, Spokane, Wash.

ducer to apply his plant and equipment where it will fit into the general requirements to the best advantage. Production is the need of the hour.

## Cooperation a Patriotic Duty.

Cooperation—as never before—between those operating in the same field is demanded by the present. This has become a patriotic duty and is not only encouraged, but expected by the Government.

We live in a new era. Standardization is not only encouraged and recommended by the Government, but it has seen fit to command it in certain industries in the interest of conservation, production and economy.

Our program for technical standardization is gradually under way. Standardization is important to the future of the industry. Another phase of standardization—commercial—is receiving consideration; uniformity of practice is desirable in many connections. The sessions of this meeting may open the way for a step forward in this direction.

Summer is over. Our meeting here today marks the opening of the fall and winter season. It is also expected to represent the start to renewed activity in every phase of association endeavor. In addressing you in April, I detailed the possibilities of the association—its hopes—aims and expectations; therefore my message to you at this time may be summed up in two words—"Carry on!"

## New Cleveland Sales Manager.

G. D. Jones has been appointed sales engineer of the Cleveland Tractor Co., Cleveland, O. He has been connected with the tractor industry for nine years, six years of which have been spent with the State Department of Engineering of California.

Mr. Jones will have charge of experimental work which the company is conducting along several lines. The plans include the developing of hitches for hauling various implements, a study of various soil conditions to determine the size and number of plows to be used to best advantage, and the working out of various dealers' and salesmen's problems.

The Foote Bros. Gear & Machine Co., Chicago, is having plans made for the construction of a new plant.



# News of the Industry

## J. B. SILLIMAN IS DEAD

**End Came Suddenly to the Nationally Known Pioneer Hardware Distributor of the West.**

J. B. Silliman, the last surviving member of the firm of Blish, Mize & Silliman Hardware Co., Atchison, Kan., died suddenly at his home in Atchison Oct. 6. Mr. Silliman had been in poor health for about two years. He had been making visits to his offices, however. Saturday night when he retired he asked that he not be disturbed if he slept late. When his wife went to his room at 8 o'clock Sunday morning he was dead.

Death was said to be due to heart and kidney troubles which began to undermine his health two years ago. He had been able to actively continue as president of the company, one of the oldest and largest companies distributing hardware in the West. The funeral services were conducted Wednesday at the Trinity Episcopal Church in Atchison. Many of Mr. Silliman's friends of the jobbing fraternity in Kansas City, St. Joseph, Omaha and Sioux City attended.

Mr. Silliman for twenty years has been a national figure in the hardware world. He was vice-president and a member of the executive board of the National Wholesale Hardware Dealers' Association. The association's meeting the latter part of this month will be the first in twenty years he has not attended.

John B. Silliman was born Oct. 7, 1845, at Hobart, N. Y., and would have been 73 years old the day following his death. His married life, especially happy and congenial, began in May, 1869, when he was married in New York City to Miss Harriet Lovejoy, who survives him. He also is survived by two daughters, Mrs. J. A. Kinney, of Atchison, and Mrs. Burton Cosgrove, of Silver City, N. M. A third daughter, Mrs. Claud Farwell, died several years ago. He also is survived by a brother, Gould Silliman, who is living in Hobart, the family home, in his early nineties. He is the eldest of nine children. J. B. Silliman was the youngest. Three sisters were Mrs. D. P. Blish, Mrs. E. A. Mize, Mrs. Katherine Barlow, whose deaths in Atchison of recent years will be recalled.

Mr. Silliman was in the employ of

the old Chicago concern of Field & Leiter as a young man, and while on a trip to Fort Scott, Kan., in 1870, for the concern, he learned the retail hardware store of J. E. Wagner, in Atchison, was for sale. He came here, looked the situation over and was instantly impressed with the possibilities of converting the Wagner store into a jobbing business. The territory was here; the field practically unoccupied in a jobbing way. Returning to Chicago he succeeded in interesting his brothers-in-law, D. P. Blish, who was farming at the time near Waukegan, Ill., and E. A. Mize, who was in the insurance business in Chicago.



J. B. SILLIMAN

The firm was Blish & Silliman at first; a few months after the beginning it was changed to Blish, Mize & Silliman. Later on the Blish, Mize & Silliman Hardware Co. was organized. Its business now extends all over several states and totals several million dollars annually. Jack Silliman was the first traveling man for the house, and "made" many Northern Kansas towns before the railroads came. D. P. Blish died in 1907, and E. A. Mize died in May, 1917.

## Northwest Dealers to Meet.

The fourteenth annual convention of the Pacific Northwest Hardware and Implement Association will be held at Spokane, Wash., Jan. 15, 16 and 17. The officers are C. S. Robertson, Bremerton, Wash., president; O. E. McCutchan, Deer Park, Wash., first vice-president; John R. Kelly, Ephrata, Wash., second vice-president, and E. E. Lucas, Spokane, Wash., secretary-treasurer.

## FEDERATION IS STANCH

**Dealers' "Congress" in Chicago Subordinates All to the Winning of the War.**

Chicago, Oct. 8.—Complete co-operation with the Government was the main and most earnest thought in virtually every speech and discussion of the opening session of the convention of the National Federation of Implement and Vehicle Dealers' Association this afternoon. About fifty accredited delegates, representing thirteen constituent associations, were in the Gray Room of the Hotel Sherman, where the sessions are held. Arrangements have been made to go into conference with the Sales Managers' Department of the National Implement and Vehicle Association tomorrow.

In his address to the convention President W. L. Derry, Vermont, Ill., said that the greatest interest of every implement man centered in the winning of the war. Even the great needs of the trade, he declared, must for the time being be subordinated to victory. Though admitting that the growing merchant marine of the country superficially had little to do with the implement business in its practical aspects, he urged every thinking dealer to interest himself in the extension of our foreign commerce.

"No class of tradesmen," said Secretary H. J. Hodge, "has had proven more loyal during the national crisis than the implement dealers." Secretary Hodge urged early plans for another campaign next year to induce the farmers to buy their repairs in plenty of time. After a deal of discussion, it was decided to denominate the campaign "National Farm Equipment Repair Week" and lay more and earlier emphasis upon it than was laid last March.

Tractor sales occupied a conspicuous part of the discussion. A number of dealers reported extraordinary success in the tractor business and with scarcely an exception the delegates urged the importance of this new branch of the farm equipment trade. It was reported that, on account of the curtailment of the passenger car output, automobile dealers, seeking a substitute field, were entering the tractor business in large numbers.



## Hession's New Sales Manager.

Announcement is made that L. B. Cravath, formerly western sales manager for the Cleveland Tractor Co., Cleveland, O., has become the sales



L. B. CRAVATH

manager of The Hession-Tiller and Tractor Corporation of Buffalo, N. Y.

Mr. Cravath adds broad experience to the Hession organization. He has been identified with the selling of farm implements for many years, having been associated with the J. I. Case Threshing Machine Co. as salesman in the Dakotas, then with the M. Rumley Co., Laporte, Ind. as representative in Canada. He was soon advanced to branch manager at Calgary, Alta., with complete supervision of their business in Alberta and British Columbia. His success here earned him the managership of all their Southern business with headquarters at Memphis, Tenn.

As western sales manager of the Cleveland Tractor Co., he had charge of all the American and Canadian sales, except New England and a few of the eastern states.

## Omission Was Made in List.

In the recent report of proceedings of the board of directors of the National Federation of Implement and Vehicle Dealers' Associations, the name of Tom Witten, Trenton, Mo., was omitted as a delegate to the Federation convention in Chicago.

## Canadian Plant to Open Soon.

Machinery is being installed in the plant of the Monarch Tractor Co., Brantford, Ont., and production will be begun shortly. The company is a branch of the Monarch Tractor Co. of Watertown, Wis., but is owned and controlled largely by Canadian capital.

## Already for Convention

Details Are Arranged for the "War Service" Meeting of the N. I. & V. A. at Chicago.

The twenty-fifth annual convention of the National Implement and Vehicle Association will be held Oct. 16, 17, 18 at Chicago. All sessions will be at the Congress hotel. The meetings will begin promptly at ten o'clock each day.

Members and guests should register at the secretary's office adjoining the Convention hall, in the hotel, immediately upon arrival and obtain their badges, banquet tickets, entertainment privileges, etc.

It will be a "War Service" convention throughout the three days sessions. The association has devoted much of its energies to war service in behalf of the Government and of the industry. The recital of its activities in these matters will offer much information. Official Washington will be well represented on the program. Representative members who have been active in association activities will be heard. The retail dealer will have a conspicuous place among the speakers.

The annual dinner will be held Friday evening at 6:30 o'clock in the Gold Room, Congress Hotel. It is considered the family dinner of the organization where good fellowship prevails. In keeping with the time honored custom of the association special entertainment will be provided for the visiting ladies. The social features will be select, yet in line with the times. Because of the war conditions informal dress will be the order throughout all the social features of the convention, including the annual dinner.

The convention is open to all interested in the farm operating equipment business—manufacturers, suppliers, distributors, retailers—regardless of membership in the association. The executive officers of the association are: President, C. S. Brantingham, president, Emerson-Brantingham Co., Rockford, Ill.; chairman executive committee, G. A. Ranney, secretary-treasurer International Harvester Co., Chicago; secretary and general manager, E. W. McCullough, offices 76 West Monroe Street, Chicago.

## Awards Contract for Plant.

The Blumberg Motor Mfg. Co., Orange, Tex., has awarded the contract for a plant in which it will manufacture tractors. The company was recently incorporated for \$100,000.

## Conservation Carburetor Sold.

The Conservation Carburetor Co., Des Moines, Ia., has purchased the holdings of the Trotter Sales & Mfg. Co. to manufacture the Conservation kerosene and gasoline carburetor. They have a capacity of 50,000 carburetors for the year of 1919. It is stated that over half of these carburetors are now sold.

This carburetor is made to work on any tractor, truck or automobile, at the present making carburetors for tractors and autos of the following makes: Studebaker 6, Maxwell, Buick, Nash, Overland and Ford. The officers of the company are: Hugh Graef, president; W. H. Thompson, vice-president; E. B. Stiles, secretary, and Fred Graef, treasurer. The Conservation kerosene carburetor has been manufactured and in use for over two years.

## To Handle Coleman Tractors

E. B. Wentworth & Co., Enid, Okla., will distribute Coleman tractors and tractor implements in northern Oklahoma, it has been announced by the A. E. Kull Tractor Co., Oklahoma City, which has charge of the Coleman distribution in Oklahoma, the Panhandle and New Mexico.

Mr. Wentworth has bought a site in Enid on which he plans to erect a modern farm power equipment building as soon as material is available. In the meantime he will occupy the building at 111 West Maple street.



D. B. Jacobs, who recently became advertising manager of the United Engine Co., Lansing, Mich. Mr. Jacobs was formerly sales manager of the Robert Smith Advertising & Printing Co. of Lansing and Chicago, and before that was assistant manager of the McClure Co., manufacturers of Saginaw silos, Saginaw, Mich.



# Tractor Parts and Accessories

## Permanent Bolt and Nut

THE Permanent Products Co., Cleveland, O., have perfected a combination of a bolt, nut and washer, which device they term a permanent bolt and nut. The bolt is standard except that it has tapered grooves on opposite sides, tapering from the point of the bolt back to about the thickness of the nut; the base of the grooves then run parallel to the length of the thread.

The washer has two inner extending lugs which contact in the base of the grooves on the bolt. The nut has chucks on its lower edges, into any one of which the outer edge of the washer is forced when locking.



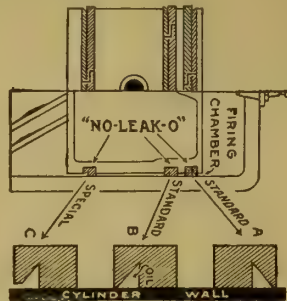
NUT, WASHER AND BOLT

To apply it is only necessary to insert the bolt, slip on the washer; the lugs of the washer engage the slots at the base and the washer cannot revolve on the base. The nut can be screwed on even to the end of the threads, then with a cape chisel the outer edge of the washer is turned up into one of the chucks.

## No-Leak-O Piston Rings

THE No-Leak-O piston rings are manufactured by the Automobile Accessories Co., Baltimore, Md. In the design a groove is cut around the ring at right angles face sloping at an angle of about 45 degrees. The groove passes between the sliding face, forming the lap and the side of the ring.

In one direction the square edge gathers the surplus oil and in the opposite direction the oil is distributed



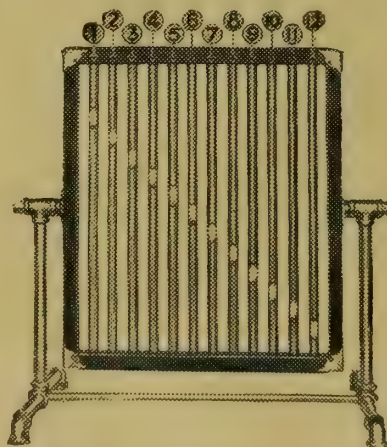
CROSS SECTION OF PISTON RING

again, from the sloping face, pulsating as it were, preventing the groove from clogging.

Its manufacturers claim that the groove full of oil around the ring forms a dam or self sealing ring that prevents gas from escaping and oil passing between the ring and the cylinder wall.

## Balanced Motor Oils

THERE are few shows or demonstrations where the exhibit of the Balsco Oil Co., Toledo, O., cannot be found in the accessory division. The familiar tubes of oil showing the body viscosity or flowing speed of the



SHOWING FLOWING SPEED OF BALSCO

Balsco product attract much attention.

In the reproduction of Nos. 1 to 6 are oils for motor cars and Nos. 7 to 12 for tractors and motor cycles. Each bubble in the tube travels at a different speed, No. 1, thinner and faster; No. 12 thicker and slower.

## The Victor Gasket Board

THE Victor Mfg. & Gasket Co., Chicago, are placing on the market a very conveniently arranged gasket board for the repairman and dealer. These boards are furnished free with an order for a set of gaskets and are made in two sizes. One holds 550 gaskets and the other 650 gaskets. The board is built strongly and meant to hang on the wall. The boards are furnished with closed type or French type gaskets.

The Victor company is one of the largest manufacturers of gaskets in the world. They are makers of the famous Victor copper asbestos



THIS SHOW BOARD AIDS SALES

gaskets. The construction of the Victor it is said insures a natural expansion joint that will remain absolutely leakproof. The Victor company's cylinder head gaskets are standard equipment on many of the tractors now on the market and have long been a part of the equipment in motor cars and trucks.

## To Manufacture Clutches.

The Twin Disk Clutch Co. has been organized at Racine, Wis., to manufacture clutches and transmissions.





# BE A BOND SALESMAN!

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**S**TART this week right by not only buying Liberty Bonds but also by selling them on every occasion possible.

Make yourself a Liberty Salesman; put all your talents to work. Infuse your friends, associates and employees with similar patriotic enterprise.

Send them to the proper committee or headquarters. Inform yourself on all the details of the campaign at once.

*Drive Hard*

**Implement & Tractor**  
Trade Journal  
1886 1918  
FORMERLY THE WEEKLY IMPLEMENT TRADE JOURNAL





## Team Work



In winning a war, in producing food to help win that war and in supplying the right implements for use in raising the biggest crops, team work is a prime essential to success.

Oliver tractor plows are noted for their team work qualities. The ability to work well with any standard make of tractor and to do good work in every type of soil is the reason of Oliver tractor plow success.

Back of Oliver tractor plows is Oliver service—cooperative team work that makes every sale profitable to the dealer and the customer.

Every Oliver dealer is an important unit in this great team work organization. By selling Oliver tractor plows he supplies his customers with the right plows for preparing their land so that it will produce the greatest yields with the least labor.

Think what it means to be an Oliver dealer selling Oliver tractor plows. Then write to the nearest branch for a full description of Oliver tractor plows and an agency contract.

**Oliver Chilled Plow Works**

Plowmakers for the World

Kansas City, Mo.      Omaha, Neb.  
Dallas, Texas



### Two Hyatt Men "Make Good."

THOMAS A. RUSSELL, who for two and a half years was chief engineer of the tractor bearings division of the Hyatt Roller Bearing Co., and J. E.



LIEUTENANT THOMAS A. RUSSELL

MARTIN, who was for two years the well known dynamometer expert of the same division, were made lieutenants recently.

Lieutenant Russell volunteered Aug. 1, 1917, passing the examination for cadet aviator. He took his ground



LIEUTENANT J. E. MARTIN

school training at Cornell University, and also at Camp Dick, Dallas, Texas. About four months ago he took up active flying training at the Chanute

Flying Field, Rantoul, Ill., receiving a commission as a flying officer Aug. 29, 1918. He will be stationed at Chanute Field until Uncle Sam is ready for him to take up other duties.

Lieutenant Martin was one of the first to be called into service and entered Camp Grant, September, 1917. He was recently transferred to the Fourth Officers' Training Camp at Camp Zachary Taylor and Aug. 31 received his commission in the artillery division. He is now waiting to be permanently assigned.

### C. E. Seipel Attacked by "Flu."

C. E. SEIPEL, formerly assistant manager at Omaha for the Oliver Chilled Plow Works, and who went into training at Camp Grant, Ill., suffered recently from an attack of Spanish influenza and was transferred to Waco, Tex., for treatment. He was one of a trainload of soldiers transferred for treatment for the trouble.

### U. S. Men to U. S. Army.

LOUIS M. WELTER, formerly representing the U. S. Supply Company in southeastern Nebraska, has resigned and entered an Army training camp to serve Uncle Sam.

JESSIE L. SCHROEDER, who covered the southwestern Nebraska territory for the U. S. Supply Company, has joined the Aviation Corps, and is now in training at Urbana, Ill.

ALFRED H. POETTER of Franklin, Tex., is now in training at Camp Dix, N. J.

**Statement of the ownership, management, etc., of the Implement & Tractor Trade Journal, published weekly at Kansas City, Mo., required by the Act of August 24, 1912:**

Editor, George F. Massey, Kansas City, Mo.

Business Manager, Fred Milburn, Kansas City, Mo.

Publisher, Implement Trade Journal Co., Kansas City, Mo.

Owners of 1 percent or more of stock—

Carl W. Hertel, Winnetka, Ill.

A. L. Hall, Kansas City, Mo.

W. H. Creager, Kansas City, Mo.

Fred Milburn, Kansas City, Mo.

No bonds or mortgages ever issued by the company.

FRED MILBURN,  
Business Manager.

Sworn to and subscribed before me this 1st day of October, 1918.

LULU F. MILLER,  
Notary Public.

My commission expires October 2, 1920.



# The Famous *LaCrosse* Happy Farmer Tractor

The Perfect Kerosene Burner

12-24 Horsepower For

## \$1075

Will Make You More Money

Will Make Your Trade Your Friends

Will Make You The Leading Dealer

### Don't Lose Your Opportunity!

#### DISTRIBUTORS EVERYWHERE

TRACTOR SALES CO., OKLAHOMA CITY, OKLA.  
Distributors for Oklahoma and Texas Panhandle

THE SIMPLEX SPREADER MFG. CO., KANSAS CITY, MO.  
Distributors for Kansas and Western Missouri

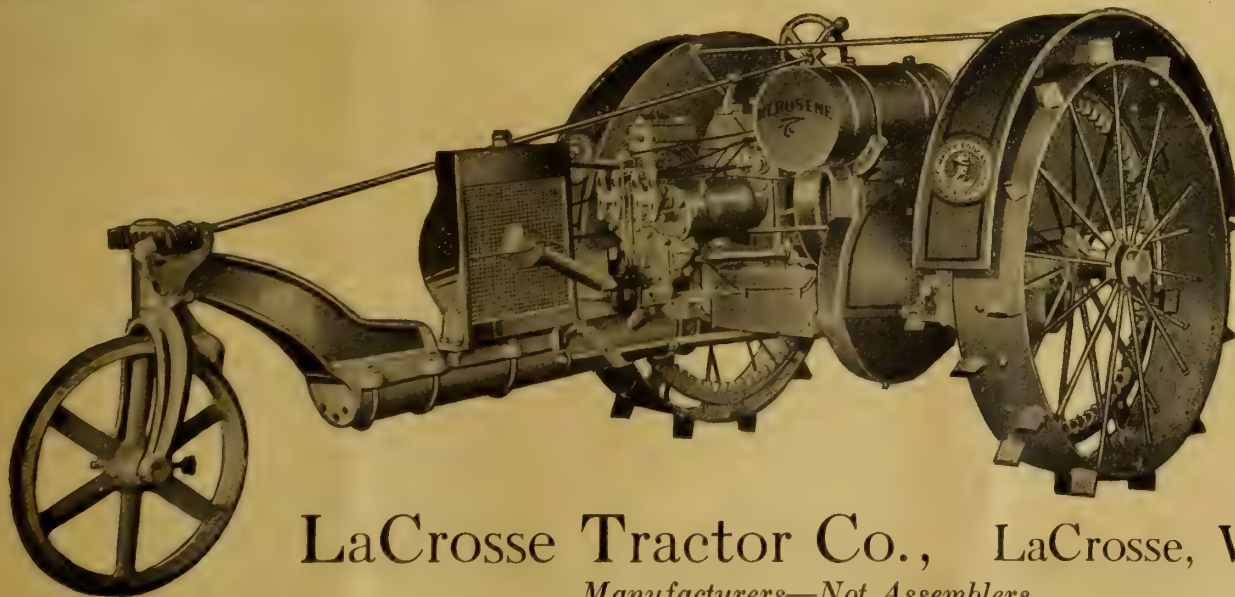
T. G. NORTHWALL CO., OMAHA, NEB.

Distributors for Neb., S. W. Iowa and Southern So. Dak.

Meadows Mfg. Co. .... Pontiac, Ill.  
Griffin-LaCrosse Tractor Co. ....  
..... Mason City, Ia.  
Indiana Tractor Sales Co. .... Indianapolis, Ind.  
M. Maloney Co., Inc. .... Syracuse, N. Y.  
Hartz Machinery Co. .... Philadelphia, Pa.  
Ohio Happy Farmer Tractor Co. ....  
..... Bucyrus, O.  
Ashton Starke Imp. House. .... Richmond, Va.  
J. B. Gabeline. .... Burlington, Ia.  
Ditmars, Kerr & Co. .... West Liberty, Ia.  
LaCrosse Auto Co. .... Minneapolis, Minn.  
St. James-LaCrosse Tractor Co. ....  
..... St. James, Minn.  
O. K. Hafso. .... LaCrosse, Wis.  
Wisconsin Tractor Sales Co. .... Oshkosh, Wis.

South Dakota Tractor Co. .... Watertown, S. D.  
LaCrosse-Dakota Tractor Co. ....  
..... Grand Forks, N. D.  
Minot Motor Sales Co. .... Minot, N. D.  
M. Grever & Co. .... Glen Ullin, N. D.  
R. S. Kiltz. .... Great Falls, Mont.  
O. E. Peppard. ....  
..... Missoula, Mont. and Spokane, Wash.  
Gem State Oil & Products Co. ....  
..... Pocatello, Idaho  
J. H. Cordes. .... West Alton, Mo.  
Blum-Dimmitt Co. .... Knoxville, Tenn.  
..... Savannah and Atlanta, Ga.  
Burwell-Walker Co. .... Charlotte, N. C.  
Knoxville-LaCrosse Tractor Co. ....

R. A. Bearden. .... Selma, Ala.  
W. A. Ekberg Co. ....  
..... 116 New Montgomery St., San Francisco  
Northwest Auto Co., Inc. .... Portland, Ore.  
Florida Tractor & Implement Co. ....  
..... West Palm Beach, Fla.  
M. C. Cross. .... Little Rock, Ark.  
Happy Farmer Co., Ltd. ....  
..... Winnipeg, Man., Can.  
J. D. Adshead Co. (Alberta). .... Winnipeg, Man.  
Renfrew Machinery Co., Ltd. .... Renfrew, Ont.  
Gaston, Williams & Wigmore, Inc., Ex-  
porters. .... New York, N. Y.



LaCrosse Tractor Co., LaCrosse, Wis.  
*Manufacturers—Not Assemblers*



# A Tractor for the Road or Field

**T**HE Hession Tiller & Tractor Corporation, Buffalo, N. Y., was one of the first companies to manufacture and offer to the trade a tractor emphasizing its adaptability to road work. The Hession, Model D, a general utility tractor, can be fitted with road wheels and made ready for road

lieved of the road shocks by a set of springs fitted to an especially designed oscillating carrier for the front axle.

All transmission gears of the tractor are high grade steel with cut teeth and put through a hardening process. Final drive is of the bull pinion and ring gear model.

in base of motor carried to splash level by pump.

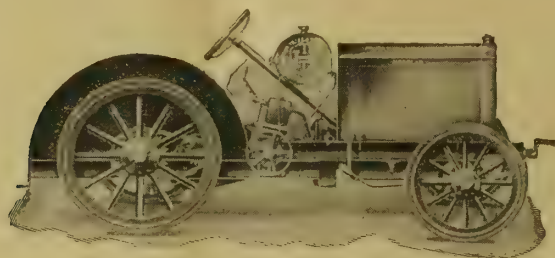
Carburetor—Kingston improved.

Fuel—Gasoline to start, run on kerosene.

Clutch—Borg and Beck.

Transmission—In unit with motor, steel cut gears running in bath of oil. Case dust proof. Entire transmission runs on Hyatt Roller bearings.

Power Pulley—Taken from transmission direct. Belt speed, 2600 feet per



THE HESSION CAN BE FITTED WITH ROAD WHEELS AND WILL TRAVEL AT A SPEED OF TEN MILES PER HOUR

hauling at a speed of ten miles per hour.

Both land and road wheels are machined to fit a sleeve in which is carried a full set of Timken bearings. Chains drive the road wheels and the same transmission speeds are used to run the machine as a field tractor. The engine and all vital parts are re-

Specifications of the Model D, Hession:

Motor—Four cylinder, valve in head special design, slow speed tractor type, bore 4 inches, stroke 6 inches.

Ignition—Magneto, high tension, impulse starter.

Cooling—Pump and radiator with high speed fan.

Lubrication—Splash feed-oil contained

minute. Size of pulley, 12 inches by 8 inches.

Steering—Auto type worm and sector. Front Axle—Auto type oscillating spring suspension.

Rear Axle—One piece.

Front Wheels—34x4 with traction band.

Rear Wheels—48x12 fitted with lugs and cleats, quick detachable type.



Ford Truck Carried This Load Up Capitol Hill, Des Moines, on Kerosene

## NO MORE GASLESS SUNDAYS—OR HIGH TRACTOR FUEL COSTS!

You can prevent gasless Sundays, high tractor fuel costs and also aid the government in conserving resources vital for winning the war. Simply install Conservation Kerosene Carburetors on automobiles, trucks and tractors in your territory. They are guaranteed to do the work. They have been proved successful. They are easy to sell; simple to install and grant you a fair margin of profit.

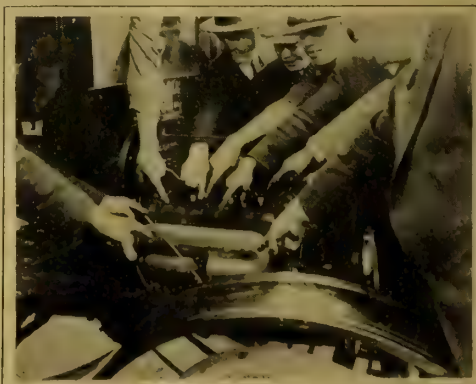
### Conservation Carburetors Win Severe Tests Easily

Just notice the load carried by a Ford truck up Capitol Hill in Des Moines. We can give you unlimited information concerning the success of Conservation Kerosene Carburetors. We can present ample proof of all claims. Every motor vehicle is trying to save fuel. Think of the selling possibilities. Place one in your community and results will tell. Write us, ask any questions, and we will gladly send facts backed by three years practical results. This is not only an opportunity but a duty. Our booklet fully describes the principles and application of the Conservation Carburetor.

*Its yours for the asking.*

**CONSERVATION CARBURETOR COMPANY**  
600 EAST WALNUT STREET, DES MOINES, IOWA

*Conservation Kerosene Carburetor Responsible*







## PULLING FOR THE TRACTOR DEALER

FROM now on, tractors that have Bosch Magneto Ignition will be easier to sell.

In addition to the many other mediums in which Bosch advertising is appearing, a special Tractor drive is being made in all the papers shown on this page. Notice which papers they are. No need to tell you that they are the biggest, best read papers covering the very heart of the tractor-using territory.

Month after month, farmers who own tractors and farmers who intend to own them, will read, in big space, why they should have

### BOSCH MAGNETO IGNITION

You, who are in the business, know the vital importance of ignition that will "stand the gaff." You know the superiority of Magneto Ignition for severe service; the war has proved that. You know that Bosch with its rip-roaring sparks and its rugged construction, is the top-notch magneto.

And now tractor buyers will be made to know all this, too. You won't have to argue ignition if the tractor you sell is Bosch-Equipt. Bosch is a sales feature, a sales help. You can sell Bosch also to users who are having troubles with other ignition systems.

Be sure your orders specify: "Bosch Magneto Ignition."  
Be Satisfied Specify Bosch.

Correspondence Invited.

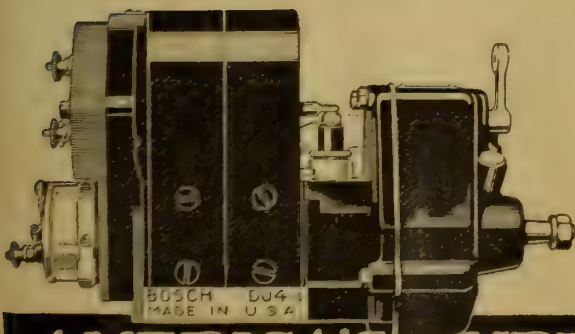
### BOSCH MAGNETO COMPANY

Main Office, 228 W. 46th St., New York, N. Y.

Branch Offices: Chicago, Detroit, San Francisco.

Works and Foundries: Springfield, Mass.

Over 250 Service Stations; more being added.



**AMERICA'S SUPREME IGNITION SYSTEM**  
MOTOR TRUCKS - TRACTORS - AIRPLANES - MOTOR CARS - MOTOR BOATS - MOTORCYCLES - GAS ENGINES - ETC.



Frame—5-inch channel steel, hot riveted.

Turning Radius—16 feet.

Traction—Will pull three 14-inch plows under all normal conditions. Draw bar pull of 3000 pounds, or 13-h. p.

Speed—Low, 2½ miles; high, 4 miles per hour.

Final Drive—Hardened cut steel.

Driving Gear—Solid cast iron internal spur gear.

Road Wheels—By using an interchangeable set of road wheels with solid rubber tires a speed of 10 miles per hour on the road can be maintained with perfect ease.

## I. H. C. Workmen See War Film.

The International Harvester Co., Chicago, Ill., was the host at a war film party recently. The guests were employes, chiefly those engaged in war munitions work, and their families. In all 2,500 of these back-of-the-line fighters and their folks read "America's Answer" as presented on the screen.

The company had taken Orchestra Hall for the evening and, through the courtesy of Capt. W. A. Moffett, had secured as an extra attraction fifty pieces from the Great Lakes Naval Training Station band.

It was briefly explained at the outset by Secretary-Treasurer George A.

Ranney that the purpose of the party was to let the Harvester people learn from the Government's second official war film how vital their work was to the winning of the war—not only their work in making munitions, but in fashioning the farming implements that so essentially help to feed our soldiers and the soldiers and peoples of our Allies. There was a roar of applause when he stated that there are now 4,030 I. H. C. men in military service.

Later on, during the intermission, General Attorney Philip S. Post told in greater detail what the Harvester company is doing and wants its men to help it do toward winning the war.

## G. M. C. Adds Motor Cultivator.

The General Motors Corporation has added a motor cultivator to its line, it has recently been announced. The machine will be the "Jim Dandy," which has been manufactured on a small scale by the S. K. & S. Co., El Paso, Ill., for two years. It will now be manufactured by the Janesville Machine Co., which recently became a member of the General Motors Corporation.

The Jim Dandy's frame is designed to straddle either one or two rows and

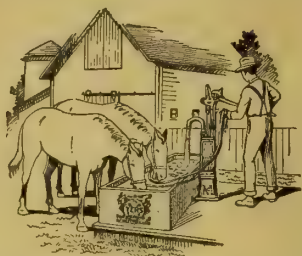
is high enough to give ample clearance for row crops. It drives through four wheels, by which it gets sufficient traction, it is claimed, to dispense with lugs. The machine can turn in the ground it stands on.

The motor has consisted of a 4-cylinder plant with dimensions 3¼ x 4½ in. This gives 5 h. p. on the "drawbar," or more properly speaking in referring to a motor cultivator, at the drive wheels. A belt pulley is available on which power up to 10 h. p. can be developed. The transmission is novel, consisting of a combination of belts and gears. No clutch is employed.

The machine weighs 2,150 pounds, is 60 in. wide adjusted for a single row and 102 in. wide for two rows. Corresponding treads are 52 and 91 in., respectively. Wheel base is but 33 in., the drive wheels being quite close together.

## Will Handle Happy Farmers.

The Northwestern Automobile Co., Inc., Portland, Ore., has been appointed distributor for the Happy Farmer tractor in Oregon and western Washington. The Happy Farmer is manufactured by the La Crosse Tractor Co., La Crosse, Wis.



Owners of Modern Homes and Up-to-Date Farms Want

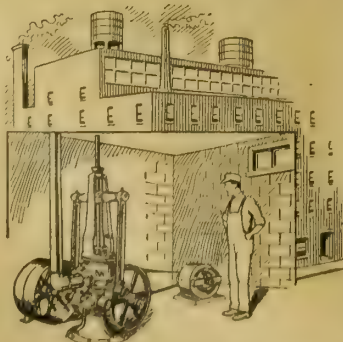
# MODERN PUMPS

Whether it be hand, windmill or power pumps, they have learned to discriminate between light weight, flimsy, undersize pumps and the better quality pumps such as are built by MYERS.

There is a lot of good judgment in this. No implement or piece of machinery on the farm, in the home, or anywhere else for that matter, receives such continuous and hard use and is given as little consideration as the pump. It is expected to be on the job year after year, regardless of original cost, but the cheap pump will not live up to requirements—good service for a comparatively short time, then trouble and complaints put in their appearance.

Not so with MYERS PUMPS—Everywhere you find Myers Dealers recommending MYERS PUMPS for their high quality, both as to construction and superior pumping service—they can do this without reserve, for they are familiar with the name MYERS and know what it stands for in the pump world.

Many dealers have handled Myers Pumps continuously for from fifteen to forty years, indicating that Myers Pumps have stood the test of time and that dealers and customers alike stick to the Myers in preference to others. Although the number of Myers Dealers is already large, we still want many others to profit through this old well established line of MYERS PUMPS—Hand, Windmill and Power Pumps, Spray Pumps and Accessories—satisfactory sales producers because of dependable service. Catalog and prices on request.



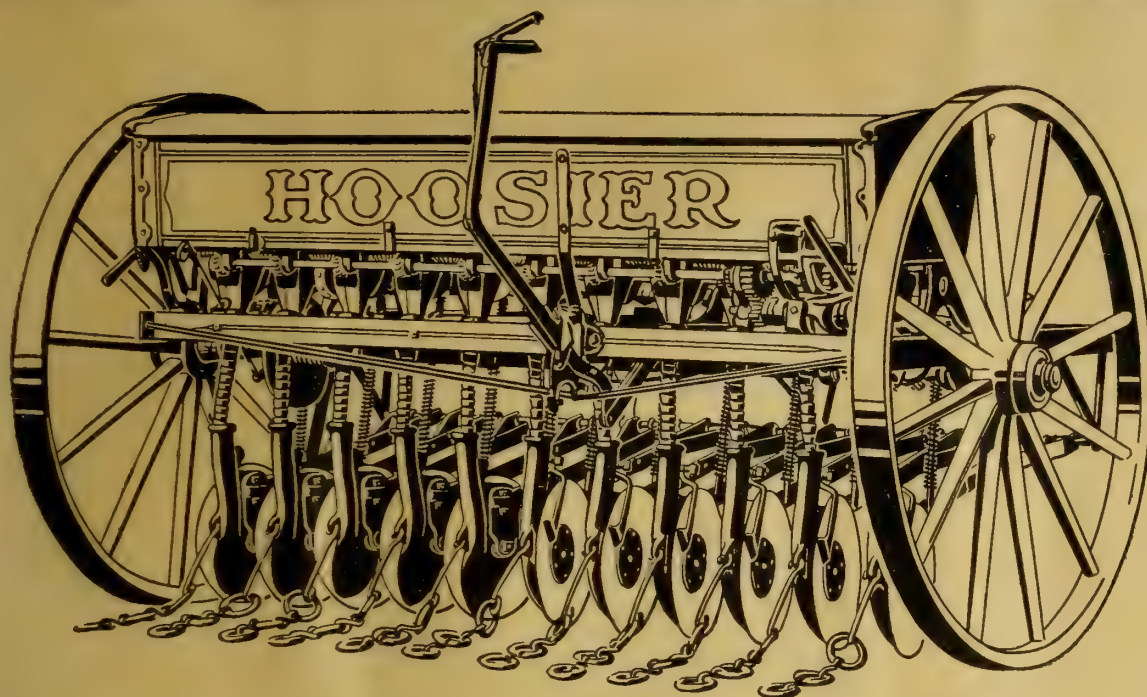
## F. E. MYERS & BRO.

ASHLAND, OHIO

Manufacturers of Farm Operating Equipment.







## Drill Sales Made Easy

**T**HE biggest argument for a grain drill is the seed it saves. At the present prices for seed of all kinds, a saving—even a little saving—is worth while. When you show your trade that this saving in seed can be accomplished with a corresponding increase in yield, you will find it easy to sell

### Hoosier, Empire Jr., or Kentucky Drills

The beauty of being able to sell a line of these drills is that you can furnish a style to suit any soil, crop, or particular demand. On these drills, single and double disk, shoe or hoe furrow openers are interchangeable. There is a wide range of feed. They plant large or small seeds equally well. Every customer can be furnished with just the size and type of drill best suited to his needs.

Dealers who know the advantages of drill planting, and use our sales plan to tell their trade about those advantages, find it easy to sell Hoosier, Empire Jr., or Kentucky drills against any competition. Ask the blockman to tell you about our plan.

**International Harvester Company of America**

**CHICAGO**

(Incorporated)

**U S A**



## THE MODERN OIL-BURNING TRACTOR ENGINE

(Continued from page 15)

ily and operated until warm enough to operate on the heavy fuels, and the change is made automatically, as the kerosene and gasoline is pumped into the mixing chamber after the engine is in operation.

The hot air intake is taken through a manifold on the exhaust pipe, passing through the mixing chamber reservoir, passing over the needle valve in the usual conventional manner. Between the mixing chamber and the cylinder head is an auxiliary air intake, in which is provided an auxiliary valve controlled by a spiral spring. In this cold air inlet, below the valve, is the water spray nozzle in which the water is kept at a uniform level by a float chamber adjacent thereto.

As the load comes on the engine, the governor opens the fuel throttle valve. This action increases the velocity of the air, and the auxiliary valve is opened automatically to supply the required amount of air for

combustion. The opening of this auxiliary valve also automatically controls the amount of water taken into the cylinder in direct proportion to the load upon the engine, giving a uniform and satisfactory operation at all times.

### The Question of Lubrication.

In an oil engine, it is of utmost importance that the mixing chamber be immediately adjacent to the cylinders and the passages from the chamber to the cylinders be equidistant. In this engine, the chamber is located immediately adjacent to the cylinder head, with the inlet valves on the outside of each cylinder, and the head being a single casting for both. This gives a minimum distance for the passage of gases, and insure against condensation due to long conducting pipes to the inlet valves. Also, the circulation is restricted at the points around the inlet valves, and passages, to insure a higher temperature of the water at this point.

Experience has shown conclusively that the splash systems of lubrication cannot be used with heavy oils, such as kerosene and distillates, etc., even with the best of construction. In the present condition of the fuel market the gasoline which is obtainable requires the renewal of the crank case oil at least every 1,000 miles to insure against burned-out bearings and troubles kindred thereto.

Time is not distant when for economy as well as satisfactory operation this system must be abandoned, and the force feed lubrication to all bearings used universally. The tractor engine should be lubricated by the force feed system to insure proper lubrication of all parts, and believe it is almost universally used, except where automobile engines are used.

The cooling of the engine is a novelty, but nevertheless has proven itself to be among the best systems used. The main frame of the tractor looks much like a steam boiler. This is a large radiator with tubes, through which the air is drawn in quantity directly proportionate to the load on the engine.

The exhaust from the engine is piped to the chamber in front of the radiator, and in making the discharge through the muffler, shaped

like the smoke stack, it creates a draft through the radiator, which keeps the water at a uniform temperature. Circulation is maintained by means of a circulating pump driven by the belt from the engine fly wheel.

### The Engine's Ignition.

Electrical ignition, of course, is used, and in this particular engine the high tension system is used. The Sumter Dixie clutch-type magneto is used, with suitable timing arrangements. This has been found to be very successful, and is used, as it makes it possible for the purchaser to secure repairs readily at all times, in cases of troubles, without being obliged to await repairs from some distant factory.

## TRACTORS AND THE WOUNDED

(Continued from page 14)

perts, thoroughly experienced men.

According to the vocational rehabilitation act recently enacted by Congress, those disabled in the military and naval forces of the United States have been placed under the joint authority of the Surgeon General of the Army and the Federal Board for Vocational Education. The Surgeon General has jurisdiction from the time the person is injured until he is restored to good physical condition, when he receives his honorable discharge from the service. The Federal Board then offers him vocational re-education and training which will enable him to return to useful active employment, and the U. S. Employment Service will find him a job.

The question of rehabilitating the disabled soldier is one which requires co-operation between the Government and the public to make the success of it that is desired. Since the Government is setting about its part with unusual efficiency, the time is already ripe for the earnest consideration of this subject by the farmer and all who uses tractor machinery, as well as those who make up every other phase of our national industrial life.

### Appointed Texas Distributor.

The Houston Truck Co. has contracted to distribute Cleveland tractors in the Houston, Texas, territory.

### BE SURE YOU ARE SELLING THE CANNON OILERS

None genuine without this name stamped on side of can. Do not be deceived by cheap oilers made to resemble the CANNON.



The Genuine Cannon Pump Oiler is built of the best of material, including all brass valves, valve seats and valve springs; heavily reinforced body and bottom construction, and with ordinary care will last a life-time. Spout lengths 6 in. to 15 feet. Two Types: Brass or Tin. Insist on the Genuine Cannon Oiler for Economy, Safety, Convenience, Long Life.

Name Copyrighted. Original Patents Owned. All Rights Reserved. Manufactured Only By

**THE CANNON OILER COMPANY**

Successor to R. E. BLOOMER, Keithsburg, Ill., U. S. A. Mfr's. The Original and Genuine "Cannon Oilers."

## RIGHT NOW

Every dealer should prepare for Game Trap business. We have the Triumph, Kangaroo and High Grip lines.

Send us your mail orders.



# STOWE

KANSAS CITY





## **L**ASTING SERVICE

The abuse to which the Spark Plug is subjected in the Tractor Engine — requires Mosler Quality!

The Mosler Vesuvius Tractor Plugs are scientifically designed to withstand this abuse!

**The Mica Insulation is Unbreakable!**

Demand "Vesuvius Tractor" when buying Spark Plugs and get real Service.

Price \$2.00 each—at dealers, or write us.

Recommended also for Trucks and high-powered cars.

"Mosler on Spark Plugs" a booklet that tells the right plug for all Tractors, Trucks and Cars, sent Free.

**A-R-MOSLER & CO.**

**New York**

Contractors to the  
U. S. Govern-  
ment.

**18 YEARS OF LEADERSHIP IN  
SPARK PLUG MANUFACTURE**

**To Dealers—**There is an ever-broadening market for *real* Tractor Plugs. Take advantage of it—send today for the interesting *Mosler Proposition*.





## Tractor Interest Is High

### Dealers Buying Freely in Most Lines for the Next Season.

St. Louis, Mo., Oct. 11.—With winter so near at hand, shipments of farm implements are of small volume, and distributors are devoting most of their attention in contracting for next season's business. It is said that dealers are buying freely, where they did not have to carry over stocks from last season, and that prospects are good, regardless of the short corn crop.

Some tractors are still going out for fall plowing, and interest in general in the tractor line is as keen as ever. It is noted that the automobile distributors are going into the tractor business more and more, and new selling arrangements are being made right along. There has been an active demand for grain drills, which almost cleaned up the supply, and the call for fertilizer drills was perhaps not fully supplied. Plowing for winter wheat is completed in most localities, and sowing is well under way. Reports indicate that the acreage will be in excess of that sown last year.

### Crops Conditions Fairly Good.

The recent rains have revived pastures and helped the late truck and forage

crops, but the rain came too late in many sections to materially benefit corn. The corn crop is going to be less than last year, but this will be offset to some extent by the grain being of much better quality. In localities south of St. Louis early corn is being shucked, and the weather is favorable for such work, also for curing the grain, and corn from the new crop will begin to move to market before long.

The oats crop is progressing satisfactorily, and indications point to a good yield. The cotton crop in the district nearest St. Louis has been severely damaged and the yield is considerably below normal. Both the picking and ginning of cotton are making rapid progress. The rice harvest in Arkansas is under way, and a good yield is reported.

### The Horse Comes Back.

The high prices planters are getting for cotton and the scarcity of automobiles has created an abnormal demand in the South for road horses with style and speed. For several years this class of horses has not sold well, because the man who could afford to pay from \$300 to \$600 for a trotter or pacer preferred buying an automobile. This new turn of affairs should also start a demand for buggies, which to some extent is already in evidence.

The committee appointed to investigate and develop the possibilities of having a truck, tractor and trailer show or exhibition in St. Louis this fall has reported that it is best not to hold such a show. It is felt that the time is not opportune.

Albert E. Dann, treasurer of the Simmons Hardware Co., St. Louis, and the oldest employe of the company in point of service, with the exception of E. C. Simmons, founder of the concern, has resigned and will retire from business. He has been with the firm 47 years.

Arrangements are being made to send a big delegation to the twenty-fifth annual convention of the National Implement and Vehicle Association, which will be held in Chicago, October 16 to 18, and efforts will be made to bring the convention to St. Louis next year.

The War Department has awarded a contract to the Moon Motor Car Co., St. Louis, for the manufacture of 500 one-ton army trucks, valued at approximately \$1,500 each, or a total of \$750,000. This is the first military truck order placed in St. Louis by the War Department.

J. M. Mouser, dealer at Chamners, Ill., calling on St. Louis implement jobbers recently, stated that crop conditions in his section were good, as local rains saved the corn, and if frost holds off for some time it will make a good crop.

The agency in the St. Louis district for the Turner Simplicity tractor, made by the Turner Mfg. Co., incorporated in 1889 at Port Washington, Wis., has been taken by the Mound City Buggy & Automobile Co. A car load of the tractors has been received and have been arranged in an exhibit at the salesrooms.

The St. Louis Motor Truck Axle Co., with a capital stock of \$10,000, has been incorporated, and will specialize in the manufacture of a new axle for motor trucks and cars.

# INGECO Storage Battery Lighting Plants

**YOU** can make some good extra profits this fall and winter selling these simple, inexpensive 30-volt systems, a real necessity on every farm.

Within the last year, there has been an enormous demand for electric light on the farm. This demand exists right in your selling territory and you can supply it with this safe and convenient plant. Write for special bulletin giving full details. This business is well worth looking into.

INGECO Throttling Governor Kerosene Engines furnish the power for these wonderfully compact systems. There are no simpler, more dependable engines for steady service. 1 to 15 H. P.—other modifications up to 160 H. P. Write for bulletin.

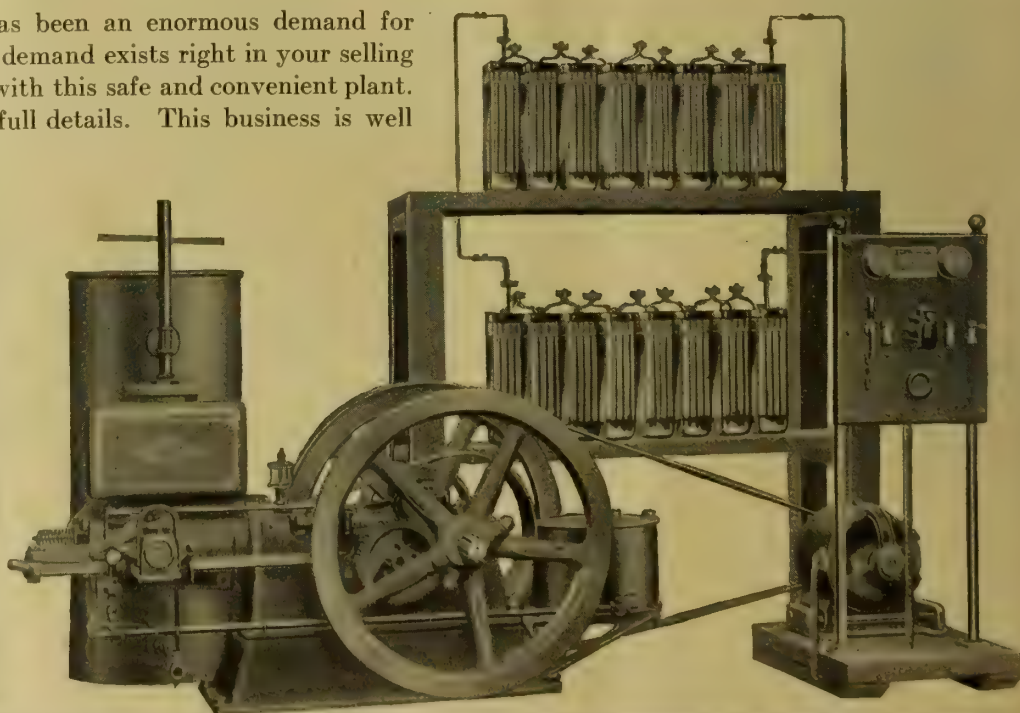
New Holland Feed Mills, Corn and Cob Grinders are bringing in big profits for many dealers this fall.

## WORTHINGTON Pump and Machinery Corporation

108 Holthoff Place, Cudahy, Wis.

(Suburb of Milwaukee.)

Central West Branch, 1007 Farnam St., Omaha, Nebr.





# Why You Should Sell **DE LAVAL** CREAM SEPARATORS

The De Laval is the easiest cream separator to sell.

The best proof of this is the fact that so many more De Laval's are sold each year than any other make.

There are very good reasons why the De Laval is the easiest to sell.

1. It's better made.
2. It's better advertised.
3. Dealers handling the De Laval receive more and better sales co-operation than dealers handling other makes.

Wherever you go you will find the most reliable and prosperous merchants selling De Laval's. Good merchants and good merchandise always go together.



*There is no better time than right now to send in your application for a De Laval contract. There is cream separator business all around you. You can get more of it and make more profit on it, with the De Laval than with any other separator.*

## The De Laval Separator Co.

165 Broadway  
NEW YORK

29 E. Madison St.  
CHICAGO

61 Beale Street  
SAN FRANCISCO





## A Number of E. B. Changes

### J. H. Maberry Becomes Assistant to the Sales Manager.

Kansas City, Mo., Oct. 12.—Quite a number of changes are being announced by managers in the West Bottoms this past week but the Emerson-Brantingham Implement Co. lists the largest number of additions to their sales forces.

J. H. Maberry, for seven years with the John Deere Plow Co. and more recently with the Hathaway Motor Co., has been appointed assistant to Guy E. Crowell, manager of sales. Mr. Maberry succeeds R. S. Clark who has been with the Emerson-Brantingham company for the past fifteen years. Mr. Clark resigned to accept a position with the Peet Bros. Mfg. Co.

F. W. Shackelton, formerly a traveler for the Stover Mfg. & Engine Co. out of Freeport, Ill., and at one time with the International Harvester Co., has accepted appointment to a territory south of the Kaw river in Kansas.

H. H. Johannes, recently with the Cleveland Tractor Sales Co., and at one time with the retail firm of Johannes & Sons in Missouri, has been made a special traveler. C. R. Jones, formerly with the Vim Motor Truck Co. as a western representative, has been made a special tractor salesman.

P. M. McKinney of Altus, Okla., will succeed H. C. Talbott in the northeast Oklahoma territory. Mr. Talbott resigned and has accepted a position with the Oklahoma Moline Plow Co. He had been traveling for the Emerson-Brantingham company for three years.

### W. R. Ellis Is Advanced.

W. R. Ellis, for seventeen years with the J. I. Case Threshing Machine Co.,



W. R. ELLIS

has been made assistant manager of the local branch, to succeed J. T. Coonley who has been transferred to the factory at Racine, Wis.

Mr. Ellis since 1911 has been branch house salesman for the company. He was for five years a traveler in the Oklahoma

territory and five years assistant manager of the branch at Amarillo, Tex. Besides his training in the sales department Mr. Ellis required quite a bit of mechanical ability as millwright and chief engineer for the Lafin-Rand Powder Co. with whom he was connected before joining the Case organization.

### Postpone Implement Club Meeting.

In order that the members of the Kansas City Implement, Vehicle and Hardware Club may devote all of their attention to the Fourth Liberty Loan campaign and because of the Board of Health having forbidden public meetings of more than twenty persons on account of the influenza epidemic, M. J. Healey, president of the club, has announced that the meeting called for Monday night will not be held. There will be no meeting until the regular date in November.

### John Deere Plow Co. Changes.

F. N. Langham for the past year and a half traveler for the John Deere Plow Co. in the Nevada, Mo., territory, has been transferred to the Arizona territory. He will make his headquarters at Phoenix.

E. D. McGugin, for ten years a traveler for the John Deere Plow Co. in Colorado and southeastern Kansas, has resigned. Mr. McGugin, it is understood, is at the present time in Washington where he is to engage in war work.

C. C. Wheeler, traveler for the company in the Greeley, Colo., territory, has resigned to enter the Students' Army Training Corps at Greeley.

### Fred Mathews to Case Plow Works.

Fred Mathews, widely known among implement dealers has accepted a position with the J. I. Case Plow Works and will travel the Salina, Kan., territory. Mr. Mathews until recently was southwestern sales manager for the Moon Motor Co. For seven years he was with the Bradley-Alderson company and later for fourteen years with the John Deere Plow Co., where he became a division sales manager.

### C. R. Howard an Assistant Manager.

C. R. Howard has been made assistant manager for the B. F. Avery & Sons Plow Co. to succeed N. V. Richardson who has resigned to accept the position of manager of the South Bend Chilled Plow Co. here. Mr. Howard has been with the company for four years and traveled at one time for the Parlin & Orendorff Plow Co.

Mr. Howard has been office manager and cashier for the company. He will be succeeded by John Sorsoleil who has been in the offices of the company for some time.

### The Tractor Club Met.

G. H. Martin of the M. & K. Brokerage Co., speaking in the interest of the Fourth Liberty Loan at a meeting of the Kansas City Tractor Club last Friday night, made a most interesting address. H. H. Anderson of the Employers' Association explained the method of procedure for employers desiring to obtain exemption for employees. The Board of Directors explained that satisfactory progress was being made in the preparation for the National Tractor Show in February.

# S - M - C ASBESTOS Brake Lining

is being largely used in tractors, because the most gruelling tests prove it best adapted to tractor duties.

S-M-C is closely woven, of highest quality asbestos, with friction wire interwoven. Compressed to exact size by massive steel rollers.

The *S-M-C Special Compound* imparts unusual durability and resistance to heat, water, oil or gasoline. The letters S-M-C on each roll of brake lining or transmission lining you use mean

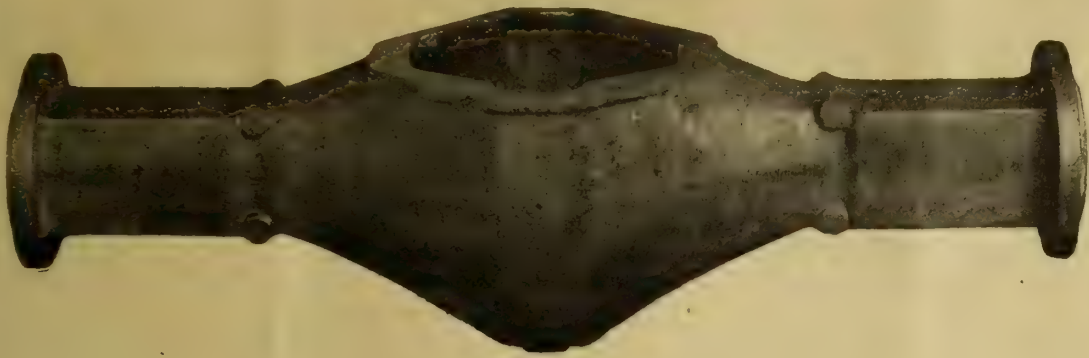
## Safety Made Certain

Look for those letters—insist on them.

**Staybestos Mfg. Co.** 5549 Lena Street  
Philadelphia

The "Modern" Factory—Equipped to Make All Widths Up to 6 Inches





Housings Our Specialty.

Most Improved machine-moulding, annealing and finishing equipment.

Separate department for housings.

Capacity one-hundred full rear axle housings per day.

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# MICHIGAN

## STEEL CASTINGS

MICHIGAN STEEL CASTINGS COMPANY, DETROIT, MICH.





## More Plowing Than Usual

### In Absence of Manpower the Farmers Turn to Tractors.

Minneapolis, Minn., Oct. 10.—The demand for gang plows for tractor use continues to hold up despite the lateness of the season. While October may be free from hard frost, and plowing may be available all the month, it is something of a chance. But the wet weather of August and early September delayed

plowing, and ever since the weather cleared, there has been a constant demand for the plows. Word from the interior indicates that plowing is under way right along. Telegrams are still coming to rush out plow outfits, and everything indicates that fall plowing is being done a more extensive scale than ever before. Naturally, with the scarcity of labor, the work is being done with tractors more and more. In fact, the lack of farm labor makes it compulsory to resort to tractors for as much work as possible. And the limit of uses for tractors is not reached by any means. Necessity as the mother of invention is developing new ways of using the machines constantly.

### Car Supply Good, on the Whole.

Collections for the Oct. 1 paper have

come along in excellent shape, and indicate that the early deliveries of grain helped to give payments a good start. While there have been some complaints over lack of cars, on the whole, the car supply for grain this fall is better than the average. This does not mean that cars in general are in ample supply for they are not. But grain has been given a special consideration, justly—and as a result, there is really little ground for complaint.

### Dealers Are Ordering Early.

During the present month, the accounts due Nov. 1 will be rounded up and got in shape, and everything cleared away for the 1919 business. The latter has already started. Conditions are such as to make it quite desirable for retailers to arrange their orders earlier than ever. At the present time, steel and other raw materials are exceedingly scarce. In many lines steel is on the forbidden list, and it is only because implements are strictly essential that they are not cut off. As it is, none of the factories are prepared to assume any guarantee as to quantity of deliveries for the coming season. Things are bound to be uncertain because of this situation, and the early orders will receive the best chance.

### Resigned to Railroad Situation.

The railroad situation, as a factor to be adjusted, has about ceased from calculation in the implement business. The uniform classification move is promised to go into effect soon, to apply on interstate and also upon intrastate business. This in effect wipes out the state railroad commissions as anything more than ornamental bodies, and as the handling of the railroad affairs is wholly within Governmental charge, there is very little that can be done by shippers but accept the inevitable and wait for better things.

The railroad men themselves seem to have learned nothing from their experiences of the past few years. They had been getting on more friendly terms with shippers. The latter were more inclined to let bygones be bygones, and to urge legislation on the basis of a new deal and forgetting previous troubles. Now that the rail operation is on an autocratic basis, for the time being, too many railroad men are inclined to exercise the importance of the autocrat. They forget the pleading promises of a short time ago, and the specious assurance that all they wanted was reasonable treatment. They forget that as soon as the extraordinary conditions pass—and it may be soon—the state laws which limit both passenger and freight charges, again become operative.

The Market Garden Tractor Co., Minneapolis, has recently filed articles of incorporation to manufacture a garden tractor invented by R. S. Avelsgard of Minneapolis. Temporary offices have been established at 723 Boston Block. Arrangements have been made for the manufacture of the tractor, which is claimed to have a number of features novel to itself.

The Minnesota Moline Plow Co. has contracted with the Overland Perrin Co. Mankato, Minn., for the sale of their Universal tractor for southern Minnesota. The territory includes fifteen counties.



## Help This Manufacturer Decide!

## Which of these two Drive Pulleys Cost Most?

**T**HERE are two answers to this question. The answer depends on who really does the paying.

The manufacturer of machines can buy an old-style "covered" pulley for less money than he can buy a Rockwood Paper Drive Pulley. The "covered" pulley shown at the left on his desk costs him less as far as his **immediate** cost is concerned.

But think of it this way: What the manufacturer actually gives you and what you sell to your customers, isn't a drive pulley at all, but it's the **service** that drive pulley will **give**.

Therefore, when the manufacturer equips a machine with an old-style "covered" pulley he gives only a part of the **service** a Rockwood Paper Drive Pulley would give, and you sell your customer only a part of the service he might get. After that the **balance** of the cost—the extra expense—comes on to your customer.

In other words, your customer must spend **additional** money for repairs on the "covered" pulley, and he must lose time (which is money) when the "covered" pulley fails—when the cover wears, comes loose, and strips.

## Which Will Be On Your Machines Next Season?

Now you know, as a dealer, that it is far more profitable, in the long run, to give your customer a pulley which will assure long life, lasting satisfaction, unequalled service. It's good business for you to supply such a pulley—even if, at the outset, it **does** cost a trifle more.

Therefore, it is to your interest to see that your machines are equipped with Rockwood Paper Drive Pulleys. Then you relieve your customers of all possible cause for complaint—satisfaction will make them feel friendly toward you and your goods. Insist on the Rockwood—it is a quality mark of no small value. Begin now by specifying Rockwood Paper Drive Pulleys on all machines you order for next year's selling. They should be on every

Tractor      Thresher      Husker      Huller      Hay Baler  
Silo Filler      Saw Mill      Feed Mill      Gas Engine

The Rockwood Mfg. Co. 1942 English Ave., Indianapolis Ind.

# ROCKWOOD

## Paper Drive Pulley

Costs More to Buy—Costs Less to Use



# All Selling and Working Problems on this Tractor are Permanently Solved



## WATERLOO BOY TRACTOR

### Original Kerosene Burning

**T**HERE is no operating or selling problem that has not been completely solved in the Waterloo Boy Original Kerosene Tractor—solved to the satisfaction of every Waterloo Boy dealer and operator. That is why farmers are buying Waterloo Boys as fast as we can put them in the distributor's hands, and why dealers are prosperous.

#### To Dealers we offer the following advantages in sales help and service on Waterloo Boy Tractors:

1. **Manufacturing Dependability**—A strong, established organization of national scope and name. A quarter-century's experience in building and marketing farm engines and four years' success in tractor manufacture.
2. **Distribution Economy**—The complete distributing facilities of an enormous business, cutting freight rates to a minimum and insuring quick deliveries.
3. **Standardization of Manufacture**—Making all machine parts interchangeable and enabling dealers to replace breakages promptly and with profit.
4. **Advertising**—Covering the continent with continuous sales-stimulating advertisements in all the best farm and tractor journals and newspapers reaching every farming center.
5. **Service to Dealers**—Sales co-operation, including printed sales helps, names of prospects developed by advertising, and salesmen service where needed.

#### To Users we offer the following mechanical advantages in the operation and up-keep of the Waterloo Boys:

1. **Power**—For plowing, disking, harrowing, harvesting, threshing, and all stationary engine work, conservatively rated 12-25 h.p. Dependable, ample and to spare for every soil condition and crop-growing requirement.
2. **Economy**—Utilization of inexpensive fuel to full power value. Economical generation of power by means of patented, inbuilt kerosene manifold.
3. **Simplicity**—As easy to operate as the ordinary stationary engine. A few hours' practice gives you complete control.
4. **Accessibility**—Simple to repair, readjust or make replacements. Crank-case, bearings, connecting rods do not require interference with motor timing when needing adjustment.
5. **Durability**—Built by experienced workmen from the best materials. Strong frame, wide wheels for light traction, steel roller bearings throughout—case hardened where wear is greatest. Capable of years of hardest service.

Send for our complete catalog, giving full particulars on this money-making implement for all farm-power work.

John Deere, Moline, Illinois







## Trade Is Now "Spotted"

### Demand Differs Greatly in Various Sections of the State.

Omaha-Council Bluffs, Oct. 11.—No better evidence of the spotted condition of the corn crop throughout the Omaha territory can be found than the peculiarly spotted demand for certain equipment that goes with the corn shucking season. Right here in Omaha and Council Bluffs jobbers sometimes receive in a single mail, an order to cancel contracts for

# RUSTICENE

Trade Mark Reg'd—Pat. Off. Wash.

### LOOSENS METAL JOINTS

Bolts, nuts, pins, thumb-screws, spring-clips, knuckles, shaft-bearings and turn-buckles are readily released following the application of a few drops of RUSTICENE from an oiling can.

Free from acids or alkali; will not injure metal, rubber, wood, leather or fabrics; dissolves rust, verdigris, red or white lead, ammonia scale, paint, tar or grease.

#### A Farm NECESSITY!

#### Works Instantly!

(Non-Inflammable)

THIS IS THE BIGGEST OPPORTUNITY FOR RETAIL DEALERS TO MAKE QUICK, CLEAN PROFITS. Rusticene enables farmers to keep implements and tractors in good condition without "expert" help.

Gramoline Co., Ltd.,  
11 So. LaSalle St., Chicago

## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—

There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within safe, easy, quick reach of clerks and stock-keepers—it saves unlimited time and gives your customers better service.

Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—Fay retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

**F. E. MYERS & BRO.**  
ASHLAND OHIO.



## Watkins Grain Grader

Cleans and Grades  
all kinds of Grain and  
Seeds. Separates Mixed  
Grains. Takes out  
Dockage. No other  
machine like it.

Large Capacity

Indorsed by Elevator Men, Government Grain  
Inspectors and every farmer who owns one.

Made in Two Sizes  
Dealers Write for Exclusive Agency

**Watkins Mfg. Co.** 242 South Wichita St.  
WICHITA, KANS.

elevators, wagons, and shoveling boards, and another order from another section of the state and trade territory to rush cribbing, shoveling boards, and elevators. The one about balances the other, so that as a whole the business keeps moving on to some extent.

Plows are still in demand, especially in the regions of the territory where it has rained enough to make a plow scour, though these regions have not been many. Some tractors are moving all the time, but as a general thing just now the jobbers feel that they could take care of more tractor business if they had it.

### Ak-Sar-Ben Draws Few Dealers.

The Ak-sar-ben festival closed in Omaha Oct. 5, after immense crowds had been in the city for ten days to enjoy the various forms of entertainment. The local jobbing houses, however, say that few dealers came in during this year's festivities. Ordinarily during this great fall festival the implement houses here were visited daily by many dealers who came in for the double purpose of doing some business and seeing the parades and other excitement.

The implement men explain the absence of the dealers this fall by the fact that they are so short of help at home that they found it impossible to get away. This was gathered from the few who did come in, as most of them were in a hurry to get back, and said they really could not spare the time they had already spent in Omaha. Then, too, many plan to come instead to the Midwest Retail Implement Dealers' Convention and the Mid-west Implement Show to be held in Omaha Nov. 13-15.

### Acme to New Quarters.

The Acme Harvesting Machine Co. moved Oct. 1 from the old location at Thirteenth and Leavenworth streets to new offices and sample floors in the Sterling Building at Tenth and Jones streets. The offices are large, spacious, well lighted, on the first floor, and face on Tenth street, which is the main thoroughfare in this wholesale district.

## AMONG THE DEALERS

### Arizona.

Globe.—Mine Supply & Hardware Co. has been incorporated with a capital of \$100,000 by F. A. Woodward, B. O. Thralls and W. A. Sullivan. Gasoline engines will be included in its stock.

### Colorado.

Ordway.—Crowley County Mill & Mercantile Co. will add a line of implements to its present stock.

### Idaho.

Council.—M. C. Fuller purchased the interest of Mr. Winkler in the firm of Winkler & Co., and will continue the business under the name of Council Hardware & Implement Co.

### Kansas.

Atlanta.—H. R. Weaver, implement and general merchandise dealer, is closing out his business.

### Minnesota.

Waseca.—Edward Priebe purchased the interest of his partner, John McLoone, in their farm implement business and the latter is retiring.

Raymond.—Jackson & Grabow are successors to Spaeth Hardware, Furniture & Implement Co. Catalogs requested on pumps.

Villard.—C. F. Angell has engaged in the implement and hardware business. Catalogs requested.

### Missouri.

Caruthersville.—M. Brent's implement stock suffered a \$12,000 loss by fire recently. He will erect a new building and has purchased an interest in the Caruthersville Hardware Co.

Clarence.—George S. Grant of Shelbyna traded his farm to Lochner Bros. for their implement and hardware business.

### Nebraska.

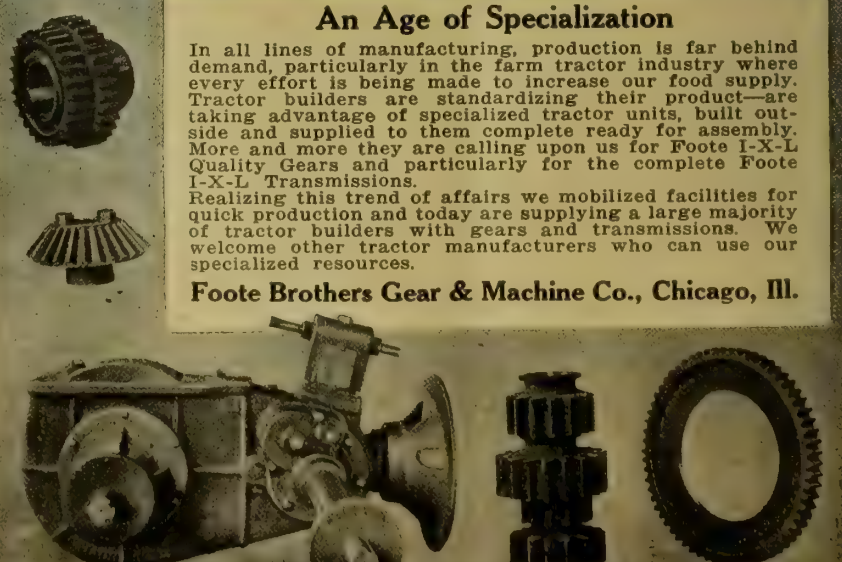
Henderson.—J. J. Klippenstein is building a brick store for his implement business.

## An Age of Specialization

In all lines of manufacturing, production is far behind demand, particularly in the farm tractor industry where every effort is being made to increase our food supply. Tractor builders are standardizing their product—are taking advantage of specialized tractor units, built outside and supplied to them complete ready for assembly. More and more they are calling upon us for Foote I-X-L Quality Gears and particularly for the complete Foote I-X-L Transmissions.

Realizing this trend of affairs we mobilized facilities for quick production and today are supplying a large majority of tractor builders with gears and transmissions. We welcome other tractor manufacturers who can use our specialized resources.

**Foote Brothers Gear & Machine Co., Chicago, Ill.**







## Your Customers Know This Plow Saves Fuel

**R**EMIND your customers that this E-B 102 Power Lift Plow is light draft, therefore does the work on less fuel. For the same drawbar pull E-B 102 turns more soil. The wheels of this plow are made to carry the weight of the plow when in a working position as well as for transportation. Notice the large 24-inch front furrow wheel with its oil-tight, dust-proof magazine wheel box which with the 26-inch land wheel carry the greater portion of the load close to the engine. And don't forget the E-B Quick Detachable Shares—one of the greatest selling and service features ever put on any plow. Get the facts—Get the Plow.

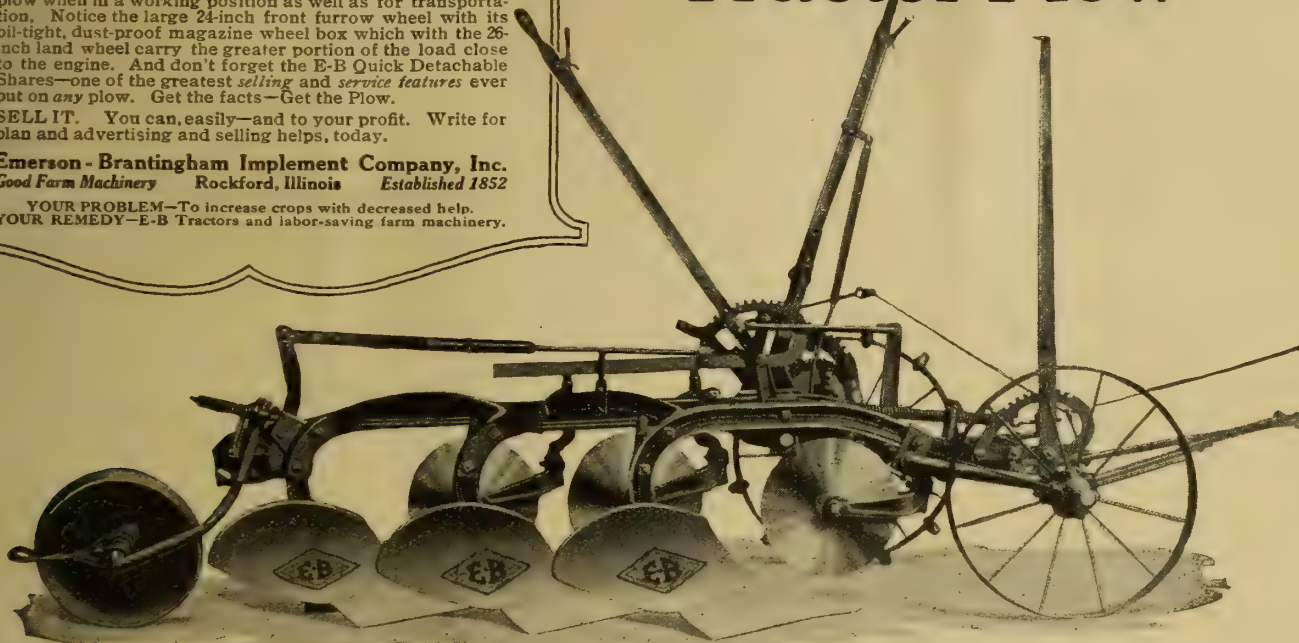
**SELL IT.** You can, easily—and to your profit. Write for plan and advertising and selling helps, today.

**Emerson-Brantingham Implement Company, Inc.**  
Good Farm Machinery Rockford, Illinois Established 1852

**YOUR PROBLEM**—To increase crops with decreased help.  
**YOUR REMEDY**—E-B Tractors and labor-saving farm machinery.

# E-B

## No. 102 Tractor Plow



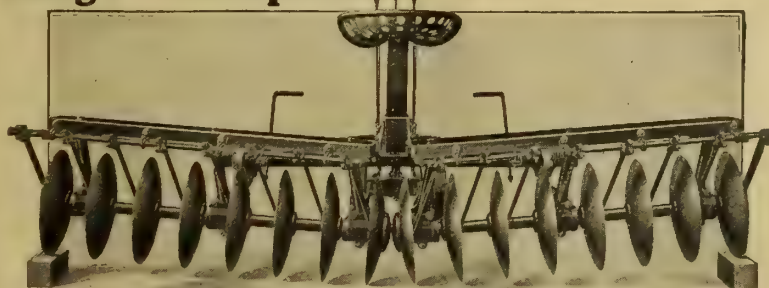
## Every Farmer a Tillage Prospect

**E**VERY farmer makes seed beds every year.

In the seed bed he has his one and only chance to influence the success of his crop. He has no control over the weather, but he can make a good seed bed and he can keep down the weeds. To do this work properly he must have good tools.

When he fully realizes this fact, he is certainly going to make the most of his one opportunity. He will buy and use first-class tillage implements, especially when he finds that the difference in cost is so little.

A farmer in that frame of mind is ready to listen to you while you tell him of the International tillage features—the third lever that regulates the depth of the inner ends of the disk gangs, the tandem that splits the ridges left by the front disks,



the built-in weight boxes, the forecarriage with its handy adjustments, the improved scrapers, the four-wear bearings, and all the other details that make the whole line of disks, harrows and cultivators so efficient.

Sell International tillage implements, using our full sales campaign, and your tillage business will grow steadily. Ask the blockman for full details of our sales plan which, properly used, increases sales of every machine in the International line.

## International Harvester Company of America

Chicago

(Incorporated)

:-:

U S A



## HOUSE LITERATURE

### Catalog on Bates Steel Mule.

Every dealer who is planning to sell tractors during 1919 will be interested in the new booklet just issued by the Joliet Oil Tractor Co., Ill. The book is attractively gotten up in colors and shows the sales opportunities for dealers selling the Bates Steel Mule and the co-operation this company is giving the agents. Any authorized dealer can secure a copy of this booklet by writing the Joliet Oil Tractor Co., Joliet, Ill.

### Hanger Shows Life-Size Pump.

The Goulds Mfg. Co., Seneca, N. Y., has issued a large and attractive hanger which it is sending out to dealers. The hanger, which is printed in four colors, features the "Hi-Speed" line of pumps. The pumping outfit is shown in actual size, or 40 inches long. Any dealer can obtain one of these hangers by writing to the company.

### The Tractor as a Road Maker.

Pictures showing all kinds of road work under all conditions in various kinds of country profusely illustrate the

booklet, "Better Roads at Less Expense," published by the Avery Co., Peoria, Ill., and the lesson of the value of the tractor in the making of good roads is emphasized in convincing articles. The Avery tractor is described and its advantages for road work pointed out. The booklet is issued in attractive style.

### Contrary to Tradition.

"What are you studying there with such interest?"

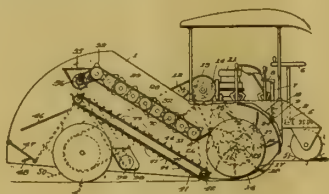
"The porcupine."

"What of him?"

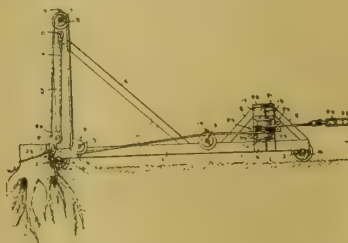
"He doesn't seem especially fretful."—Kansas City Journal.

## Implement and Tractor Patents Issued August 27, 1918

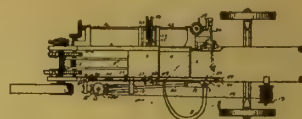
1,276,843. PROCESS AND MACHINE FOR SOIL-TILLAGE. JESSE S. WENTWORTH, Decatur, Ill. Filed Oct. 8, 1915. Serial No. 54,824. (Cl. 97—71.)



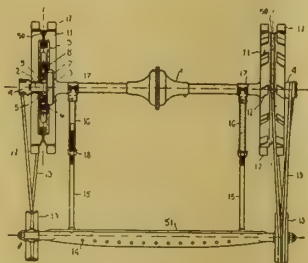
1,277,163. STUMP-PULLING MACHINE. BAILEY H. WEST, Makanda, Ill. Filed Oct. 31, 1917. Serial No. 199,483. (Cl. 254—139.)



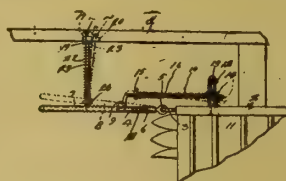
1,277,306. WIRE-SPACING ATTACHMENT FOR BALING-PRESSES. WILLIAM A. GRANT, Houston, Tex. Filed Feb. 1, 1917. Serial No. 145,899. (Cl. 100—20.)



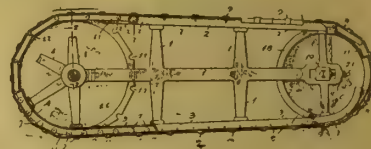
1,276,949. TRACTOR. NELS L. OLSON, Detroit, Mich. Filed Sept. 7, 1917. Serial No. 190,259. (Cl. 180—70.)  
1. The combination with a live axle, pulleys fixed thereon, wheels loose on said axle, and cables transmitting power to said wheels from said pulleys.



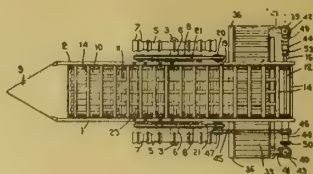
1,277,257. GUARD ATTACHMENT FOR HARVESTERS AND THE LIKE. RALPH E. PORTERFIELD, Independence, Oreg. Filed Oct. 12, 1917. Serial No. 196,154. (Cl. 56—30.)



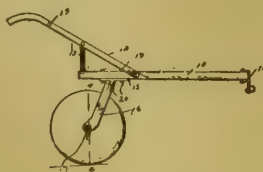
1,276,929. TRACTOR. WILLIAM H. JOHNSON, San Francisco, Cal. Filed Sept. 29, 1917. Serial No. 194,401. (Cl. 21—150.)



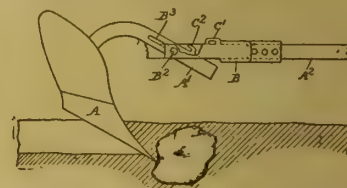
1,276,903. POTATO-DIGGER. AUSTIN E. GREEN, Easton, Me. Filed Apr. 20, 1918. Serial No. 229,680. (Cl. 130—32.)



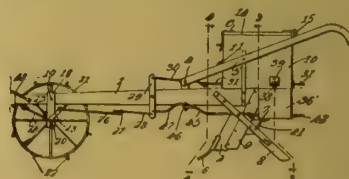
1,277,223. PLANTING-MACHINE. MANUAL LISBERG, Slidell, La. Filed Oct. 9, 1917. Serial No. 195,597. (Cl. 111—2.)



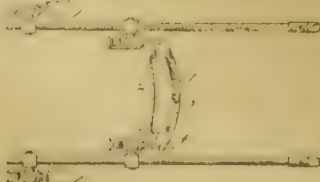
1,276,720. PLOW. ALEXANDER CARPENTER, Carey, Ohio, assignor to National Tractor & Plow Company, Carey, Ohio, a Corporation of Ohio. Filed Mar. 31, 1917. Serial No. 158,804. (Cl. 97—69.)



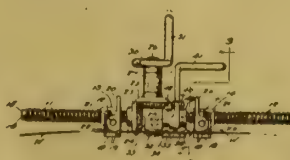
1,276,900. PLANTER. WILLIAM V. GIST, Sparta, Tenn. Filed Sept. 5, 1917. Serial No. 189,846. (Cl. 221—125.)



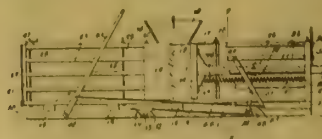
1,277,120. PEANUT-DIGGING ATTACHMENT. JOHN T. BARNER, Grapeland, Tex. Filed Apr. 30, 1918. Serial No. 231,694. (Cl. 35—9.)



1,277,305. WIRE-STRETCHER. ALFRED J. GERRARD, Seattle, Wash. Filed July 5, 1917. Serial No. 178,551. (Cl. 81—9.1.)



1,276,986. BALING-PRESS. JESSE J. STEWART, Yale, Ark. Filed Oct. 31, 1916. Serial No. 128,749. (Cl. 100—6.)





## ANSWERS

### This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### Repairs for Grain Drill.

N. H. GREGORY & SON, Fillmore, Mo.: Repairs for the Buckeye grain drill can be obtained from the American Seeding Machine Co., Springfield, O.

### No. 3993 for Cultivator.

C. B. MANNING, Gypsum, Kan.: No. 3993 (not 03993) is a lever socket for a two row disk lister cultivator made by the Parlin & Orendorff Co., Canton, Ill., and repairs can be secured from the Parlin & Orendorff Plow Co., Kansas City, Mo.

### 4409 and 4410 for Cultivator.

WEBER & BRENNAN, Spalding, Neb.: No. 4409 is a top bearing and 4410 is a bottom bearing on disk cultivator made by the Parlin & Orendorff Co., Canton, Mo.



**LEWIS VALVES**  
CAN'T BE BEAT  
The Lewis Steel Products Company  
4080 Detroit Ave.  
TOLEDO - - - OHIO

## Sheet Metal Stampings

### Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding. Estimates cheerfully furnished on your requirements

**The Bossert Corporation**  
UTICA, N. Y.

Ill., and repairs can be secured from the Parlin & Orendorff Plow Co., Omaha, Neb.

### School House Heaters.

E. O. PALMER, Ashland, Kan.: The Comstock Castle Stove Co. and the Security Stove Co., both of Kansas City, Mo. handle room heaters for school houses. Unable to say who handles or makes the Waterberry.

### A-5 and A-6 for Drill.

S. S. HARRELL, Indianoma, Okla.: A-5 is the thin side of feed cup and A-6 is the thick side of feed cup on the Tom Thumb plain 5-hoe drill made by the National Drill Co., Cambridge City, Ind.

### Indiana Wheat Drill.

TERHUME & YOUNG, Mound City, Mo.: Repairs for the Indiana wheat drill can be obtained from the Rude Manufacturing Co., Liberty, Ind.

### 300, 301, and 306 for Horse Power.

H. L. RASMUSSEN, Lakefield, Minn.: Repairs Nos. 300, 301 and 306 are for a horse power handled by the Eagle Machine Co., Lancaster, Ohio.

### H-2-B and H-3-A for Drill.

ROWE & ALBRIGHT, Athol, Kan.: H-2-B is a disk boot, left, H-3-A is a disk hub for boots B on Dowagiac drill made by the Dowagiac Drill Co., Dowagiac, Mich. Repairs can be secured from the Acme Harvesting Machine Co., Kansas City, Mo.

### Smut Machines.

J. O. HANSON, McPherson, Kan.: The Cummer Mfg. Co., Cadillac, Mich., Fosston-Carpenter Co., Merriam Park, St. Paul, Minn., and the Twin City Separator Co., Minneapolis, Minn., all make smut machines.

### Eagle-Hart Kaffir Corn Header.

C. H. COUCHMAN, Garden City, Kan.: The Eagle-Hart kaffir corn header was made by the Eagle Implement Co., Muskogee, Okla., but this Company has been succeeded by the Swanson Plow Co., Muskogee, and St. Joseph, Mo. a direct selling concern.

### Rebuilt Typewriters.

W. E. MILLER, Council Grove, Kan.: We have asked the Kansas City Typewriter Exchange, Kansas City, Mo., to send you information and prices regarding rebuilt typewriters.

### Sorghum Mills.

J. C. MOHLER, Topeka, Kan.: Sorghum mills are made by the following companies: the Cook Cane Mill & Evaporator Co., St. Louis, Mo.; Parlin & Orendorff Co., Canton, O.; Blymer Iron Works, Cincinnati, O.; C. S. Bell Co., Hillsboro, O.

### 602-L for New Empire Grain Drill.

O. E. SNYDER, Lucerne, Mo.: No. 602-L is a small side double grain run on the New Empire grain drill made by the American Seeding Machine Co., Richmond, Ind. This drill is handled by the International Harvester Co., Kansas City, Mo., from which repairs can be obtained.

### Farmers' Friend Grain Drill.

WINZER BROS., Troy, Kan.: Farmers' Friend grain drill was made by the Farmers' Friend Mfg. Co., and later by the Stoddard Mfg. Co., Dayton, O., but both firms are now out of business and no one is furnishing repairs for this machine.

### B-26-A and R-32-A for Grain Drill.

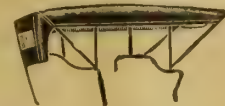
WITTEN HDWE. CO., Trenton, Mo.: Your order for one B-26-A and one R-32-A for grain drill has been sent to the Emerson-Brantingham Implement Co., for their attention.

### S-39 for New Idea Spreader.

LINNEUS LUMBER CO., Linneus, Mo.: Your order for one S-39 for New Idea spreader has been sent to the New Idea Spreader Co., Kansas City, Mo., for their attention.

## AUTOMOBILE TOPS

WE MAKE NEW ONES AND REPAIR OLD ONES



ASK FOR CATALOG No. 22

**BAYLES VEHICLE TOP**

AND

**TRIMMING CO.**

Kansas City, - Missouri

## CULLMAN SPROCKETS

AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver-Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand.

**CULLMAN WHEEL CO.**

1347 Altgeld Street, CHICAGO



## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze.

The oil supply is renewed once a year. Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing. We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws.

Write **AERMOTOR CO., 2500 Twelfth St., Chicago**



## Hayes CENTER-DRIVE PUMP JACK No. 2

Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the cheapest jack—special features unequalled at any price—the one compelling pump jack value. You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

**HAYES PUMP & PLANTER CO., Galva, Ill.**

5, 7 and 9-in. Stroke Back Geared 5 to 1

Showing Spring without Load

## New Harvey Bolster Spring

Patented February 1, 1916

Write for description of these wonderful New Bolster Springs. Made like finest auto springs; they ride easy with a light load and raise the box but a few inches. A trial order will convince you of their superiority.

**HARVEY SPRING & FORGING CO.**

Manufacturers of Vehicle Springs

RACINE - Box 46 - WISCONSIN



Showing Spring without Load



Showing Spring with Load



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## The Test.

Deacon Brown—You guarantee that this car will work satisfactorily?

Motor Agent—We do. If you get to church two Sundays in the next two months I will take back the car.—Montreal Star.

## One of Two Things.

"When a man has a rip in his coat and only three buttons on his vest," wrote a western sage, "he should do one of two things: either get married or get divorced."—Everybody's.

## A Bit Hazy.

A certain British soldier's letter runs thus:

"I am sorry I cannot tell you where I am, because I am not allowed to say. But I venture to state that I am not where I was, but where I was before I left here to go where I have just come from."—Tit-Bits.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—Good well established hardware, furniture and undertaking business in prosperous territory. Exceptional opportunity to take over a going concern. Address Lock Box 19, Otis, Colo. 10-12-10t

**For Sale**—Clean stock of hardware, implements and harness in town of 600; serving excellent farming community. Only reason for selling on account of health. Address G. W. R., Implement & Tractor Trade Journal. 10-12-3t

**For Sale**—One No. 2-4 bottom 14-inch Rotary Power lift P. & O. Mogul engine gang. Slightly used. Price \$300. Address Lechtenberg & Klein, Templeton, Ia. 9-21-4t

**For Sale**—Clean stock of hardware, implements and harness; town of four hundred in excellent Kansas farming community; operation of the U. S. Selective Draft only reason for selling. Address O. H., care Implement & Tractor Trade Journal. tf

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

**For Sale**—Must sacrifice good, healthy, growing hardware and implement business, located in one of the best oil and farming countries in eastern Oklahoma. Reason for selling, failing health. Stock will invoice about \$8,000. Can be reduced to suit purchaser. Good 100x28 foot brick building; will sell or rent. Address inquiries to 111, Implement & Tractor Trade Journal. tf

**Must Sacrifice Good Implement Business**—Through the operation of the selective service, I am called to the colors, and must sell a fine and growing hardware and implement business located in a large trading territory. The stock will invoice about \$25,000. This is an exceptional op-

## AN UNOFFICIAL INCIDENT



Second-Lieutenant Tomlinson and Private Tomlinson (own brothers in private life) meet in a secluded spot.—Life.

portunity to take over a strong going business with a future. Address inquiries without delay to 108, Implement & Tractor Trade Journal. tf

## POSITIONS WANTED.

**Position Wanted**—By an executive of ability and experience—20 years as sales manager and manager of credits and collections in one of the largest implement houses. Address 112, care Implement & Tractor Trade Journal. tf

**Wanted**—Experienced tractor and implement salesman desires a change. Has broad acquaintance with dealers throughout Central Western States. Best of references. Address G. R., care Implement & Tractor Trade Journal. 9-14 3t

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

## HELP WANTED.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Wanted**—By an Iowa jobber, an experienced shipping clerk who is capable of taking entire charge of shipping department, including stock record keeping, of a general line of agricultural implements, repairs and supplies. Address Iowa, care Implement & Tractor Trade Journal.

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. tf

**Wanted**—Complete files of Implement & Tractor Trade Journal for the years 1913, 1914, 1915, 1916 and 1917. Reasonable price will be paid for complete files for any one or all of these parts. Address C. J., care of the Implement & Tractor Trade Journal. 8-24-6t

**Wanted**—Good implement and tractor salesman for Michigan or Indiana. State experience, age, salary and give references first letter. Address 265-E, care Implement & Tractor Trade Journal. 9-28-3t.

## MISCELLANEOUS.

**Wanting to Buy**—Riding listers, double and single row listed corn cultivators, disc harrows, cream separators, double row wheat listing plows. Must be priced right. State condition, make and price. Address

## Good Reason.

Jack—Why did you break your engagement with that school teacher?

Tom—If I failed to show up of an evening, she expected me to bring a written excuse signed by my mother.—Boston Transcript.

## The New Game.

"Ever heard of table golf?"

"No. How do you play it?"

"With dried peas and saltspoons on an 18-hole course of Swiss cheese."—London Answers.

## Unreasonable.

One very warm Sunday a little lassie of five summers came home from Sunday school, hurrying to her mother she very decidedly announced, "I am not going to Sunday school any more." When questioned by her mother, she said, "Well, they want me to be a sun-bee and it's too hot."—Farm and Ranch.

Oklahoma, care Implement & Tractor Trade Journal. 10-12-2t

We are over stocked on Round Oak Moist-Air heating systems, ranges and stoves. On account of drouth cannot dispose of our stock. We bought these goods early and at prices far below the present prices. We want to place these where they can be used, thus doing our bit to relieve the iron and steel shortage. If interested, write us at once. The Western Windmill Co., Lubbock, Tex. 10-12-1t

Do you want to trade your implement or harness stock for farm land? I have an improved farm in Central Nebraska and am also interested in land in Keith County, Neb. If interested please mention make of goods you handle. W. O. S., care Implement & Tractor Trade Journal. 9-21-4t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf



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OMAHA

KANSAS CITY

MINNEAPOLIS

## Road Hauling With a Tractor

**A**TENTION has been called recently to the fact that a good many tractor dealers have been apparently questioning the advisability of selling the tractor as a road hauling machine and that farmers do not readily accept the theory of its practicability for that purpose.

If the dealer sells the tractor to do road hauling work he has to stand

By Martin Platt

tor in hauling, but there has been little discussion of the subject in a general way with an expression of opinion from a representative group of accredited authorities manufacturing tractors.

tractors is of course necessary, but necessarily does not apply to all makes of tractors, and that the proposition should be considered in the same light as the truck and gives for example that a five-ton truck will run much more slowly than a one-ton truck and consequently the tractor designed to pull a greater load would be less adapted for road hauling than the



TEN HORSES AND FIVE TIMES THE TIME WOULD BE REQUIRED TO DO THE WORK THIS TRACTOR AND TRAIN IS PERFORMING

behind it, the same with the manufacturer in his sale to the dealer. Some of the later models of tractors being introduced have been advertised calling special attention to the features which have been incorporated to make it a machine that will furnish reliable motive power in road hauling.

Many of the better established companies making tractors have directed attention to the possibility of the trac-

Primarily the tractor is intended for field work and secondarily for furnishing power to belt-driven machinery. The manufacturers seem agreed on that, but a dispute arises when some one says that an equal rating must be given the tractor as of value to its purchaser as a road hauling machine.

In discussing the subject one manufacturer says that road hauling with

lighter tractor with a higher speed. He adds that they have confined their work to farm tractors, which necessarily means a certain amount of road hauling, but primarily to cover the requirements in the field.

A factory manager with much experience and engineering knowledge contributes the following: "For road hauling work with a tractor, the tractor should be equipped with a high



## TRACTORS PULL THE LONG HEAVY ARMY ROAD TRAINS



**Officials of the supply and transportation departments of the army for some time have appreciated the value of the tractor in pulling the long heavy road trains under all conditions when the supply lines must be maintained. The reproduction shows a Holt Caterpillar 75 hp. tractor with thirteen units of its wagon train visible, on its way to camp.**

speed multiple cylinder motor, for the same reasons that you use such a motor in a powerful motor truck, light weight, smooth operation, etc. Tractors can be profitably used for road hauling work provided they are built with that idea in view. It is absolutely essential that they be spring mounted front and rear, so as to remove the jars and shocks which would otherwise soon shake the machine to pieces.

"They should also have their driving wheels equipped with a smooth tire, either of steel or rubber, which could be conveniently attached to the ordinary driving wheels of the tractor, and removed again when the hauling work was completed. They should also have cleats or lugs on the driving wheels, in addition to the smooth tires, but the smooth tires should be higher than the points of the cleats or lugs. Cleats and lugs would be used to give grip on the ground in spots that were soft enough so that the tires sunk in.

"The rate of travel on the road should not be more than five or six miles an hour, because the tractor will have to haul its load on trail wagons, and as ordinarily constructed these trail wagons would soon be destroyed if sent over hard roads at higher speeds than six miles per hour, in fact, the roads would have to be pretty smooth to make it possible to use wagons at a speed of six miles per hour, especially when loaded.

"We have no comparative figures at hand, but believe for hauling on

the road where a large amount of this work is to be done, and the machine used primarily for hauling purposes, that the motor truck would be most economical and suited for the purpose, for that is the work for which it is especially built. But to do the hauling of the average farmer, a tractor properly designed would unquestionably be superior to the motor truck, because it would perform a double purpose of doing his general farm work and his hauling work as well."

Speeding up a tractor on the road will naturally shorten its life in the field, suggested one well informed factory official, but he could see no reason why it could not be profitably used on the road if it was driven at a regular speed. Then he showed a picture which he had just received showing one of their machines, the property of an Ohio oil company, being used to haul heavy loads of pipe. The machine is in almost constant use and now has done as much work as the average machine will in five years.

It is the opinion of a prominent tractor sales manager, who is also an engineering authority, that the tractor will not be the ultimate road machine instead of a truck, because the machine to be satisfactory on the road must be different in construction than the most satisfactory field machine.

It must be spring suspended and equipped with special grips that will do satisfactory road work. He added that this was a day of efficiency

rather than economy and motor trucks will undoubtedly prove the proper machine for road service.

The observations of a chief engineer who has produced a number of successful tractors compel him to believe, he said, that where a farmer hauls his produce to town in large quantities a tractor is better than any truck except it be a large powerful one capable of hauling a trailer as well as its own load. The cost of a large truck is such that the investment will not pay unless he has enough hauling to keep it busy a large percentage of the time, as he can use it for practically nothing else.

"If the farmer has a tractor," he continued, "the difference in speed can be taken care of by the difference in load hauled and all he needs is enough wagons to be used as trailers. The wear and tear on the tractor is, of course, proportional to work done, but road work will not be nearly so hard on the machine as the same number of hours of field work, as the road is better and the engine running on throttle most of the time."

But there is a wide difference of opinion between some of the tractor engineering authorities, as this next contribution will prove: "No tractor of average weight unless entire spring mounted and equipped with some form of spring or rubber wheel has any business doing a large amount of running on hard roads. The vibration under these conditions is such that there is no tractor made which is capable of developing as many horsepower hours of work as it is capable of rendering for field work.

"Our tractors are now being put out with smooth wheels and we hope to be able to equip them in the very near future with a lug which will accommodate practically all conditions. With a smooth wheel the tractor does very nicely on a hard road, but even still the vibrations are such that it shortens the length of life very noticeably. So far as the economy of operation is concerned, you will also agree that a tractor cannot be as economical under these conditions as it can be made under field conditions. In other words, the road is not as constant. A great deal of the road work would be done with light loads and all motors used in tractors are or should be made to operate more economically between three-fourths and full load than at any other points. Many of them are most economical at maximum load.

"Furthermore, in road work the grade resistance is a greater item and the load must be adjusted to the

*(Continued on page 42)*



# RETAIL "CONGRESS" MEETS IN CHICAGO

More Definite Contact Than Ever Established With Washington—"Administrator" Cook Invites the Aid of Dealers.

More definite contact than ever was established between the retail arm of the farm equipment trade and the Government at the convention of the National Federation of Implement and Vehicle Dealers' Associations in Chicago, Oct. 8, 9 and 10. This was largely effected by the presence of Junius F. Cook, "Implement Administrator," who addressed the half hundred representatives of thirteen retail organizations covering the vast territory stretching from the Alleghenies to the Rockies and from the Great Lakes to the Gulf. It was Mr. Cook's first appearance before an audience of implement men.

New officers of the Federation were elected as follows:

T. J. TURLEY, Owensboro, Ky., president.

GEORGE W. COLLINS, Belleville, Kan., vice-president.

Directors: F. R. Sebenthall, Eau Claire, Wis.; W. L. Derry, Vermont, Ill.; director to fill vacancy, Tom N. Witten, Trenton, Mo.

Though no action was taken at the conference between the Federation body and the Sales Managers' Department of the National Implement and Vehicle Association, in session at the La Salle Hotel, Wednesday afternoon and night, some promise developed at this meeting that the concessions on repairs, which the organized dealers have been trying to get from the manufacturers, may be forthcoming. Mr. Cook was present at the dinner given by the sales managers to the dealers and evinced much interest in the proceedings.

## The Federation Delegates.

The delegates attending the convention and the associations they represented were:

Illinois—M. C. Davenport, W. T. Morris, W. L. Derry, A. W. Sikking, Harry L. Hall and S. E. Dillavou.

Indiana—G. P. Wagner, K. L. Adams, T. H. McGeorge and W. O. Scott.

Iowa—E. P. Armknecht, C. R. Peters, J. H. Hager and T. F. Wherry.

Kentucky—Gust Albrecht and T. J. Turley.

Michigan—Isaac Van Dyke, W. L. C. Reed and L. F. Van.

Mid-West—C. E. Gallagher, A. E. Tunberg, O. A. Rystrom, P. B. Laird, G. H. Mundt and James Wallace.

Minnesota—R. L. Stebbins, C. W. Headley, C. I. Buxton, C. W. Lynvane and Curtis M. Johnson.

Mississippi Valley—J. M. Taylor and Louis J. Ringe.

North Dakota—B. Helverson, D. H. Houser and R. A. Lathrop.

Ohio—S. M. Sellars and C. W. White.

South Dakota—M. J. Drake and C. W. Johnson.

Western—Tom N. Witten, W. E. Haynes, H. J. Hodge, O. Gossard, George W. Collins and George H. Brett.

Wisconsin—J. H. Hayden, H. A. Schlutz, F. R. Sebenthall, R. G. Nuss and D. W. Allaby.



PRESIDENT T. J. TURLEY

The first session of the Federation convention opened at two-thirty Tuesday afternoon in the Gray Room of the Hotel Sherman. President W. L. Derry, Vermont, Ill., occupied the chair. In his address to the delegates Mr. Derry expressed the spirit of patriotic devotion and service which has characterized the implement trade in increasing measure since the entry of America into the war. Part of Mr. Derry's address follows.

## Ready to Meet Every Sacrifice

### Address by W. L. Derry

Since we last met in convention the conditions that have confronted us as retail implement dealers have been such that it has required our closest attention to business to meet them. We recognize the fact that the greatest interest of every implement dealer at this time is centered in the war, and that we are ready to meet any and every sacrifice to assist our country in making the world safe for humanity.

The retail implement dealer is the only practical agency for the distribution of farm implements. The food production of the country depends to a greater or less degree upon the service the retail

dealer renders the farmer. The repair service and expert work in operating and adjusting farm machinery for the farmer by the dealer cannot be overestimated. For this reason the retail implement dealer who invests his money in a reasonable stock of implements, and gives his time and service to the farmer, is rendering service to his country equal to any class of business men. Many of us have passed the age limit for active service, but we should be proud of our occupation, because it furnishes us an opportunity to help increase the food production of the country for which there is such a great demand.

### As to Profiteering.

There is one thing relative to the retail implement business that is quite conspicuous to me. It is made so by the fact that no comments are made in reference to it. Parties who are claiming that the retail implement dealers are profiteering have not given it any consideration. What I refer to is the many thousands of dollars that the retail implement dealers of this country have saved the American farmer by anticipating the demand for farm machinery, and buying it prior to the advance in price, and afterward selling it at the time of sale for less than the wholesale price at that time.

Had the dealers not purchased goods in advance they would have had to base their selling price on re-placement price, but the fact is that many dealers have for the last three years sold their goods on the basis of what they paid for them, and the price made by them in many instances has been less than the wholesale price at the time of sale. The result is that the saving to the farmer customer will run into the hundreds of thousands of dollars.

### After the War, What?

As dealers we are naturally interested in what will happen when the war is won. Will the present prices be maintained, or will they advance or decline? I wish I could answer that question for you. What the future will hold in store for us we have no knowledge. But now, while conditions are far from normal, let us keep faith with our country.

Though we should be conservative, at the same time we should go forward with strong hearts, every energy into our business, buy goods conservatively, but buy what we can reasonably expect to sell. I firmly believe that if the retail implement dealer, together with all merchants in other lines, will put the proper effort and energy into their business and push straight ahead, it will be the means of avoiding radical reaction in business when the war ends.

Have confidence in the future. Have confidence in our country. Have confidence in yourself to keep your business moving in a normal way. Thus we will, as implement dealers, be doing our part. Be ever ready to make any sacrifice that will help the boy in the front line trenches.



# Dealers Assay 100 Percent Loyal

## Report of H. J. Hodge

Secretary Herbert J. Hodge, in his annual report to the Federation, completely covered the main developments of the year and outlined a vigorous policy for the immediate future, which, he said, was big with important trade issues. Mr. Hodge's report follows in part:

Notwithstanding the tremendous increase in their expense account, dealers have as a class been willing to do business upon a narrower margin of profit, and we doubt if in any locality it will be found that an implement dealer has in the slightest degree profiteered. The higher prices at which it has been necessary to retail implements has put a few of the smaller dealers out of business, for they lacked capital to continue. The dealer has had greater problems to solve than ever before, and his risks of conducting the business have been far in excess of former years. Taking all of these things into consideration, we must give the implement dealers of the country credit for being 100 per cent loyal.

While it is true that the farmer's purchasing power has been tremendously increased, we must not lose sight of the fact that there are many localities in the agricultural section of the United States which this National Federation covers, where crops have been a failure for one and two years in succession. Attention has been called to the fact that there are a great many farmers who have been unable out of the proceeds of their crops even to pay their interest on notes given for farm machinery. Fortunately such conditions are rare, but they exist just the same, and in these localities the members of our constituent associations have been confronting a rather serious proposition. But they are not complaining.

Some consternation was created among implement dealers when the office of Farm Equipment Control of the United States Department of Agriculture gave out its ruling pertaining to what will be considered profiteering and hoarding. You are familiar with this ruling and the comments which have been made upon it by the trade press. When the committee representing the National Federation appeared before this Department when in Washington in June, it sought information as to whether dealers would be expected to adjust their selling prices on the basis of actual cost or replacement values and they were informed that the subject had been considered, but no decision reached.

### Service to the Farmer.

Your special attention is called to the necessity for dealers everywhere carrying better assortments and larger stocks of repairs than ever before. If they are going to be able to do this, it will be absolutely necessary that they be placed in a position that warrants the expenditure and the loss which they are sure to sustain on account of repairs which become obsolete and the carry-over which will occur in any stock, no matter how carefully selected.

This brings to mind suggestions which

have come to my office from some of the most extensive implement dealers in the country, who have found it unprofitable to carry heavy stocks without any provision for the manufacturer carrying a portion of it or a permissible return clause based on legitimate purchase and payment by the dealers for repairs sold during the season. They suggest that permission be granted to return goods by a given time in good condition, with perhaps an agreed deduction for handling.

### Influence of the Tractor.

It is not within my province to argue the tractor case, but simply to set before you the conditions as reported to my office. In my last report to this Federation I felt warranted in saying that the tractor business was confined largely to the regular implement dealer to whom it rightfully belongs. A great amount of work has been done by the associations at their conventions in the way of encouraging dealers to take on

of tractors extensively. Many express a fear that the tractor manufacturers are likely to repeat the practice of the automobile manufacturers and contract, as some of them express it, "with anyone who will put out a machine."

### Better Accounting.

Cost accounting has been brought very forcibly to my attention and to the attention of other association secretaries during the past few months, since the Federal Trade Commission has, in its investigation of the implement industry, been trying to ascertain how much benefit the dealers have received from the agitation of this question. This, to my mind, is an opportune time to present the matter to the dealers through their associations, for they have had a demonstration of the necessity for better book-keeping methods since it has become necessary to make statements to the United States Government, and dealers are in a more receptive mood than ever before.

### The F. T. C. Investigation.

In compliance with a request from the Federal Trade Commission, charged by the United States Senate with the duty of investigating the implement industry, for a list of all the dealers in the United States and a list of from 100 to 200 dealers who were capable of furnishing accurate information in regard to the cost of doing business, it became necessary to have secretaries of constituent associations commence some inquiries in order to ascertain what members could qualify.

In this connection I will say that I believe the investigation by the Federal Trade Commission of the methods employed by retail dealers in the conduct of their business will result in recommendations by the Commission that will be of benefit to the retail implement business.

The action of the War Industries Board in making a reduction of 25 percent in the supply of steel and iron for the manufacture of farm operating equipment for the year commencing Oct. 1, 1918, based on the amount used the previous year, is a matter of deep concern to every dealer as well as the manufacturer. While, of course, it does not mean that the supply of manufactured goods will be reduced 25 percent, yet it does mean a curtailment to a certain extent of the supply available the coming year.

### BUSINESS OF FIRST SESSION

President Derry announced the convention committees as follows:

Resolutions—George W. Collins, Western association, chairman; C. R. Peters, Iowa; Charles E. Gallagher, Mid-West; R. L. Stebbins, Minnesota; S. M. Sellars, Ohio.

Credentials—T. H. McGeorge, Indiana, chairman; R. G. Nuss, Wisconsin; L. F. Wolf, Michigan.

Convention Programs—T. J. Turley, Kentucky, chairman; T. F. Wherry, Iowa; L. J. Ringe, Mississippi Valley.

Auditing—E. P. Armknecht, Iowa, chairman; W. L. C. Reed, Michigan; A. W. Sicking, Illinois.

Nominating—J. H. Hager, Iowa, chairman; C. W. Johnson, South Dakota; Gust Albrecht, Kentucky.

The treasurer's report indicated that more funds would be needed to carry on the increasingly important work of the Federation.

F. R. Sebenthall, Curtis M. Johnson, O. Gossard, W. L. Derry and H. J.



SECRETARY H. J. HODGE

the sale of tractors in the right way so that there would be no excuse left for the manufacturers to go outside of the implement trade for the distribution of their product.

A careful survey of the situation shows beyond doubt that since the last convention season a great number of contracts were made by dealers who had been brought to a realization of the necessity for getting into the business right, and many of them report gratifying success. However, the elimination of the automobile business and the encouragement given the tractor industry by the Government, resulting in a large number of new tractors being placed on the market—the manufacturers of which have never had any affiliation with the implement trade—and the fact that the manufacturers of power farming tillage tools are supplying these concerns with equipment, is likely to cause a change in conditions.

In fact, I may say, it has already caused such change to come in some localities. From the best information I can get this has not reached a serious stage as yet, but dealers are expressing a fear that the automobile dealers and garage owners, who have been practically put out of the automobile business by the action of the War Industries Board in placing pleasure cars in the non-essential class, will take on the sale



Hodge were given charge of the discussion of the repair question with the sales managers.

### "Farm Equipment" Preferred.

After some debate it was decided to designate the 1919 repair campaign among the farmers as "National Farm Equipment Repair Week." It was believed that the term "Farm Equipment," thus employed, would be broader and would carry more dignity than any other expression. T. H. McGeorge, W. E. Haynes and W. L. C. Reed were constituted a committee of the Federation to take charge of the campaign.

The subject of tractors, to be discussed later with the sales managers, was next introduced. Interest in it was keen and nearly every delegate present indicated by show of hands that he was in the tractor business and keenly interested in its development. The sentiment was reiterated that the tractor business was far more than a matter of prospect for the future, but was a thing to be taken advantage of in the immediate present.

C. W. Johnson, South Dakota: "If the tractor business were taken away from me, I would just as soon give up the rest of my business. It is of absolutely vital importance to the farm equipment dealer."

### Push or Be Pushed.

T. J. Turley, Kentucky: "It is necessary for each dealer to have a competent tractor man. I have two. You have to push the tractor business or it will push you. The automobile people have no better salesmen than the implement trade. No dealer should fear to approach the close of each sale. There is always a time to say, 'John, it's yours.' Close every tractor sale just that definitely. We've got to get into the tractor game. How many garage men know anything about a plow? One asked me to send my man out to get a plow into the ground. My man had no difficulty whatever in getting the outfit started. He never does. In Kentucky we're short of labor. I own a farm and know. The farmer positively must raise a crop. The tractor will do the work for him. I have found that selling tractors entails no great additional selling expense."

### It's No More Expense.

T. H. McGeorge, Indiana: "We have not had to add a single dollar to our selling expense in handling our tractor business this year. As I see it, our tractor business has been extremely profitable. We have not been obliged to add a man to our selling force on account of it."

W. E. Haynes, Kansas: "Implement dealers should not let others take the tractor business away from them. It's their own fault when they do. Automobile firms selling tractors in my vicinity have found it necessary to appeal to me to make plow adjustments."

W. L. Drury, Illinois: "We have sold seven tractors since the harvest. There is no back-lash to this business that we have been able to discover. The tractor trade can be worked up to a wonderful volume by nearly every dealer in the average agricultural community. And the auxiliary business that tractor sales bring is very desirable. It is no trouble at all nowadays to sell small

grain separators to the tractor owners of my territory. Indeed, we found that the farmers were crazy for them at a time we could get no more from the factory."

R. L. Stebbins, E. P. Armkecht, A. W. Sikking, T. J. Turley and C. W. Johnson were placed in charge of the discussion of the subject of tractors with the sales managers.

### WEDNESDAY MORNING SESSION

At the opening of the session Wednesday morning President Derry reported that the official board of the Federation had adopted a resolution to levy an emergency per capita tax of 25 cents on each individual membership in the association affiliated with the body. This had been done, he said, to provide funds for the extra amount of activity required of the Federation. This resolution was unanimously supported.

Secretary Hodge then read a resolution, adopted by the secretaries' association, asking the manufacturers not to distribute their tractors through any other than the legitimate retail channel. It was supported by the Federation.

Curtis M. Johnson told of the value of the Federation's membership in the Chamber of Commerce of the United States. The board was instructed to continue that affiliation and Mr. Johnson was named delegate to the next national meeting of the Chamber.

Secretary Hodge also reported a resolution, adopted by the board, to ask the National Implement and Vehicle Association to continue its committee on dealers' associations.

The proposed wagon warranty, submitted by the manufacturers, was then read. After considerable discussion of its various provisions, some of which met complete approval and others of which did not, a committee was appointed to go over the warranty with a committee from the manufacturers. O. A. Rystrom, T. F. Wherry and S. M. Sellars were made members of this committee.

### Derry Serves As a Smithy.

What the dealers were giving to farmers in the way of service then became the topic. While it was under discussion, Secretary Hodge lifted up the calloused hands of President Derry, who had worn them hard at the forge putting the plows and other implements of his farmer customers into repair. It had been necessary for him to do this, since the war had curtailed his organization.

At this juncture "Implement Administrator" Cook entered the Gray Room. President Derry introduced him to the delegates and Mr. Cook read his address which appears in another part of this issue of the Implement & Tractor Trade Journal. At the close of his address, Mr. Cook asked for all the suggestions the dealers cared to make.

F. R. Sebenthall replied to Mr. Cook as follows:

### Sebenthall's Reply to Cook.

It is in order for me to assume to welcome, on behalf of this Federation, the Implement Administrator to our meeting, and in order that he may know who these men are representing, I might say that they come from the bread basket of the United States that is now fighting for the democracy of the world. They

represent 75 percent of all the agricultural implement equipment that goes to the farmers from the mountain states of the west to the Alleghenies of the east, and from Minnesota to Texas. They are here to represent their constituents who are the retail implement dealers of these different states. We know he really understands what an implement dealer is, and I am proud to say for these men that they are the "real implement dealers."

To be an implement dealer today is not what it used to be a few years ago, because of organizations of this kind. These associations always have been and should always be ready to welcome all classes of citizens, even the farmer. They have grown and they have eliminated many of the things that you have in your able talk told us of. We represent the dealers who, by hard work and self-sacrifice, educated themselves to be real benefactors of the communities in which they live. Our farmer friends grow up with these dealers and they have confidence in them.

A business of this kind calls for educated men—men who are qualified to do almost anything and everything that the farmer calls upon them to do. Before you entered this room, not knowing that you were to come, we had a little discussion in which the gentleman who sits beside you, as the president of this association, held up his hands and showed these men that he had come from the blacksmith forge only Monday of this week, and forged a plowshare that a farmer might use it, to build up and help the agricultural work and win this world's war, for which we are all fighting.

We all have made sacrifices and when our President called as the commander in chief for the service of every man to war, our Federation president was one of the first to offer the services of 16,000 organized implement dealers that are represented here by this body of men, and the slogan went forth at that time that every other interest, every selfish interest, should be subordinated to the one thing—and that was to win this war.

### Close of Session.

In closing the session President Derry told of a farmer who had come to his establishment from a nearby territory to buy a binder. He had told the farmer that he could get the binder for \$5 less by ordering it from the town nearest him. But the farmer told him that he was buying the binder plus service and that the latter, furnished by the Derry establishment, easily offset the difference in price.

### WEDNESDAY AFTERNOON SESSION

Twine was the first subject up for discussion at the Wednesday afternoon session. One delegate said that in the adjustment of the twine situation at Washington the dealer had not been consulted as had the farmer and the manufacturer. T. J. Turley declared the farmers did not need price concessions on twine. He expressed the wish that all of his holdings had paid him as well as his 225-acre farm in Kentucky. Most of the sympathy for the farmer was wasted, he said. He wondered why binder twine had been singled out to be sold at cost or less.

It was reported by Secretary Hodge that the National Implement and Vehicle Association had asked the Federation to



go on record as endorsing the appeal for all dealers to order their stocks for spring early. Nearly every dealer present indicated that he had already ordered. O. Gossard said he had already taken orders for two binders for 1919 delivery; indeed, one of the purchasers had said that he could ship at once.

T. H. McGeorge moved that the Federation recommend that the members of the constituent associations place their specifications as early as possible. After some discussion the measure carried.

Secretary Hodge reported that the National Implement and Vehicle Association had asked that the date of the repair campaign be fixed some time in November. It had already been decided by the dealers that the second week of March, 1919, would be the more suitable date, on account of the fact that it would require plenty of time to advertise the campaign ahead of time. On motion of O. Gossard, it was decided that the Federation deemed the week of March 2, 1919, as the most suitable time.

### SALES MANAGERS CONFER

In the middle of the afternoon the Federation meeting adjourned from the Gray Room of the Sherman and the delegates walked in a body over to the East Room of the LaSalle Hotel, where the Sales Managers' Department of the National Implement and Vehicle Association was in session. A. T. Jackson, president of the department, welcomed the dealers. F. R. Sebenthall was made chairman of the conference.

Mr. Sebenthall led the discussion of the repair question. Several others spoke for the dealers and asked for a complete readjustment of the repair situation, both on prices and discounts. O. Gossard believed that the uniformity prevailing in the stove industry so far as repairs were concerned could and should be adopted by the implement industry. Secretary Hodge said that repairs could not profitably be handled on a commission as low as 25 percent. Mr. Derry said that in the busy season he put in half his time on the repair branch of his business.

### A Wide Difference.

Frank Gates Allen, head of the Moline Plow Co., spoke for the manufacturer. He said that no manufacturing industry made so little on the money invested as the implement. It had been shown to the Government, he declared, that five of the largest manufacturers of implements made but 5 percent, whereas the manufacturers of material had made as high as 21 percent. Mr. Allen said that throughout the range of merchandising there was no equality in the pricing of the various lines of goods. Nails, sugar, etc., he said, had always sold at a relatively low figure. Some commodities, he declared, were too low in price and others too high.

Members of the Federation had complained against the practice of sending repairs to dealers c. o. d. "I don't know why a manufacturer should send parts c. o. d. to a good dealer," Mr. Allen said. Mr. Allen added that the price of factory labor had risen a hundred percent.

Mr. Derry ventured the opinion that if implements were not priced high enough, the figures should be raised to an adequate degree and that repairs should not be required to carry any extra burden.

Floyd W. Todd of Deere & Co. said that the implement manufacturing industry had done its part in shouldering the responsibilities occasioned by the war. He said that two of the young men controlling a large share of his company's stock had enlisted early in the war and were fighting the Hun in France. Mr. Todd said he was inclined to think that the present discounts on repairs to dealers were not enough. He said that it would cost about sixty thousand dollars to republish new repair catalogs for his company alone.

### Per Pound Basis Impracticable.

Mr. Todd declared that the plan to have manufacturers charge for all repairs on the per pound basis was entirely impracticable. The new list for malleable castings, he said, showed prices per pound ranging from 7.4 cents to 70 cents, according to the shape and nature of the casting.

This question was next discussed: "What will the National Federation do to induce its dealer members to maintain themselves in the implement trade by dominating the tractor and power farming machinery business?"

R. B. Lourie said that the dealer will not be able to survive and make a profit unless he enters wholeheartedly into the tractor business. It will mean extinction to those dealers who do not take on the tractor and power farming machinery, he declared. Mr. Lourie urged that the Federation take up the tractor question with every one of its constituent associations.

Further opinions were exchanged on the tractor business and the date for holding National Farm Equipment Repair Week.

At the dinner in the East Room of the LaSalle, which the Federation delegates attended as guests of the Sales Managers' Department of the N. I. & V. A., President A. T. Jackson acted as chairman. Tom N. Witten, Trenton, Mo., made one of his inimitable speeches for the dealer and in behalf of more and better neighborliness throughout every element of American life.

### The Industry at Washington.

C. S. Brantingham, president of the National Implement and Vehicle Association, spoke on "Washington and War Control of the Implement Industry." He told of the wonderful activities that prevailed in the National Capital and said that among the implement manufacturers serving their country and industry as dollar-a-year men were: James A. Carr of the American Seeding Machine Co., Alex Legge of the International Harvester Co., George N. Peek of Deere & Co., R. W. Lea of the Moline Plow Co., Fred Glover of the Emerson-Brantingham Co., H. F. Perkins of the International Harvester Co., George W. Mixer of Deere & Co., George R. James of the James & Graham Wagon Co., and James D. Parsonage of the Deere organization. Some of these men, he said, had been working from 15 to 18 hours a day. The fact that the acreage of farm land had increased 23,000,000 acres in 1918 over the preceding year, Mr. Brantingham said, was largely due to the efforts of these men and others in the industry.

A remarkable account of his experiences at fighting hand-to-hand with the Hun was given by Sergeant Sam P.

Barr, who has served in Uncle Sam's Army 38 years.

### THURSDAY MORNING SESSION

As the session opened, C. S. Lukens, in behalf of Farm Implement News, the Implement & Tractor Trade Journal and Farm Machinery-Farm Power, presented the Federation with a gavel of ebony and ivory. President Derry thanked the donors warmly.

After some further discussion of the twine subject, T. F. Wherry asked whether the Federation could get the manufacturers to abandon the practice of demanding cash deposits on tractors. C. R. Peters said that he had never put up deposits even on automobiles, although he handles two lines. He thought the Federation should protest against the practice. E. P. Armknecht thought that a conference should be arranged with the Tractor and Thresher Department of the National Implement and Vehicle Association to discuss this and similar tractor questions.

The committee on distribution, with Mr. Armknecht as chairman, was ordered continued.

T. J. Turley, as chairman of the committee on convention programs, then reported. He outlined a number of suggestions calculated to strengthen the trade conventions to be held within the next few months.

George W. Collins, chairman of the resolutions committee, reported as follows in part.

## What the Federation Stands for Now

### Report of G. W. Collins, Chairman, Resolutions Committee

Under the magnificent leadership of our President, whose lofty ideals have set a new standard of morals for the world, we have gone steadily forward. The best brains in the commercial life of America have been marshaled and they are rapidly harnessing the tremendous energy of our industries in all branches of war work, and their output, now fast approaching quantity capacity is astonishing and astounding the whole world. Millions of men have come forward and billions of dollars to support them have been poured into the lap of the Government. We have seen cities literally built in a day and our peaceful harbors transformed into bee-hives of feverish shipbuilding activity. We have seen the glorious women of our Nation, high and low, rich and poor, united in one great family, vying with each other in that labor of love providing comforts and necessities for the boy at war, that their lives might be more livable and their sufferings less hurtful than were those of their fathers and grandfathers in the wars of the past. We have sent from our homes a magnificent army of young men who are unashamed to carry with them the Bible we love, wrapped in the flag we reverence—standard bearers in those strange lands of the moral code under which we, as a Nation, live, and the patriotic principles for which we are willing to die.

So it is with increased fervor and undi-



inished patriotism that we express our fullest confidence in President Wilson, his Cabinet and those grand men from the private walks of life, who are unselfishly and wholeheartedly working with him in this gigantic task and we most solemnly renew our pledge to support them to the absolute limit of our financial means and our physical ability, until the menace of German domination is forever removed from the face of the earth.

### Enemies in Our Midst.

Faint-heartedness will never win this war and we favor the court-martialing and immediate execution of any person convicted of any traitorous act within our borders, whether it be burning of bridges, blowing up of factories, knowingly spreading German propaganda, or otherwise aiding or abetting the enemy.

### Peace With Victory.

We are wholly in sympathy with the movement of the Peace League under the direction of Ex-President Taft, believing that now is the time to work out the details of peace which must come sooner or later, and which to be lasting, must be just. We believe that preparedness in the matter of peace is just as necessary as we have found that it was in war, and that last of it will mean loss and disappointment when we come together around the table of nations for a final discussion. We commend the work of the League to Enforce Peace, and promise them such support as is in our power to render. First, unqualified victory and then an honorable lasting peace with the whole world, as signatories.

### Universal Military Training.

We would reaffirm the position we took regarding military training of our youths as a part of their education. We firmly believe that it would be of great benefit to the young manhood of the nation and a foundation of defense on which our Government need never fear to rest. We would favor legislation looking to the use of the various cantonments for that purpose at the close of the war.

### Government Control.

The War Industries Board is extending its authority to the retail business in many lines, all apparently to protect the Government in its need of vital supplies and at the same time guarantee to the general public that they shall not be taken advantage of because of the situation, and may procure at a fair price the goods they need, and to provide a reasonable supply of them at all times—to prevent hoarding and rank profiteering. We recognize the wisdom of the steps taken, but would urge great care that the retail dealer of the country be not wiped out in favor of the larger concerns, and that such earnest thought be given to the ultimate effect of this rapidly spreading paternalism, to the end that the interest of the "little men" may be safeguarded and that prompt return to normal conditions be assured at the close of the war.

### Retail Dealers' Representation.

In the present disturbed condition of business, the uncertain relations between supply and demand, the Government interference on account of war necessities with the usual routine, and the partial

regulation of prices from the manufacturer to the consumer, it would seem but just that the retail dealers of the country, on account of the important part they perform in the distribution of the products of the farm and the factory should have distinct and intelligent representation on the various boards whose duties affect their interests, or have to do with the distribution of merchandise between the manufacturer and the consumer.

### Payment of Special Taxes.

We favor the payment of Income, Excess Profit and other special war taxes in installments, as a relief to the tax payer when necessary, and we approve



VICE-PRESIDENT G. W. COLLINS

the suggestion made by the United States Chamber of Commerce that Congress pass a law embodying this provision.

### Repairs.

The repair situation is still in an unsettled and most unsatisfactory condition. We acknowledge the endeavor on the part of some of the institutions to revise their lists and adjust the compensation to the dealer, but the general conditions prevailing show many inequalities and a sharp lack of uniformity in discounts to the trade, and we would ask that the manufacturers use every effort to harmonize the differences apparently existing and provide repair lists, which will be fair to the consumer and subject to a discount, which will provide adequate remuneration for the labor involved in handling this most necessary work.

### Tractors.

A really serious situation confronts the implement dealer in tractor conditions. Power farming is an assured fact. Other industries are bidding for the tractor business, and with it will very naturally follow all tractor drawn machinery. The Federation would warn its members of the necessity of being wide-awake to this fact and would encourage the discussion of the subject at all the coming conventions, with the idea in mind of forcibly showing the necessity of prompt action to avoid the loss to the trade of this valuable line of business, which rightfully belongs to the implement dealer.

### Binder Twine.

The National Federation urges that the interests of the retail implement

dealers be carefully considered by the Food Administrator in his analysis of the twine situation and in the final adjustment of the price of the commodity, and the Federation tenders to the Food Administration department the services of their committee appointed for that purpose, that its information of the dealer's requirements may be intelligently and correctly supplied.

### Probable Shortage.

The shortening of lines by the standardization recommendations and the reduction in the quality of metal allowed the factories by the Government, will undoubtedly lessen the supply of machines to be delivered this coming season, and the National Federation would advise all member associations to so notify their membership and urge the placing of orders for known wants early in the year; and also to make such repair arrangements as will insure their patrons protection against such shortage by repairing their old machines where possible.

### Farm Equipment Repair Week.

The National Federation favors the continuation of "National Farm Equipment Repair Week" and urges all its members and all other interests affected to give it active support. The experiences of the past season show it to have been of great benefit to both farmers and dealers. We would further advise that the second week in March be adopted as the most desirable date for the campaign, and particularly ask the united assistance of manufacturers, agricultural colleges and the trade and farm journals throughout the country.

### Good Roads.

The question of good roads is each year more and more of a national necessity. The perfection of the motor truck for freight use, of the automobile for the rapid transportation and for the pleasure of our population and of the tractor for the general power use of the farm, will dictate the policy of the country, in time of peace, and the demonstration of their use on the battle fields of Europe has proven their need and importance in time of war. Good roads are absolutely essential to their successful adaptation and it is most urgent that our membership, in their peculiar relationship to their several communities, should take a most active part in the advancement of every movement looking to the building of better roads.

### Truck Highways.

The Federation heartily approves the extension of national and state truck highways and would encourage in every way the organization of motor truck freight systems, with the view of relieving the railroad situation and of affording more efficient transportation facilities to our people.

### CLOSE OF CONVENTION

The report of the nominating committee was then called for. J. H. Hager, chairman, read the names of the new officers. They were elected without dissent.

After acknowledgments had been made by the new officers, A. E. Tunberg, Hooper, Neb., was called upon. Though

(Continued on page 42)



# The Need of Saving Gasoline on the Farm

The U. S. Fuel Administration Tells How It Should Be Done

The following article is issued by the United States Fuel Administration. It is in line with the conservation policy of the Bureau of Oil Conservation and is part of the general appeal that is being made to Americans to save gasoline in every way possible.

**T**HE observance of "gasolineless-Sundays" is only one of the many methods which the Bureau of Oil Conservation of the Oil Division of the Fuel Administration decided upon to save gasoline. The request, of course, was directed primarily to automobile drivers, but in general conception it was intended to convey a conservation message to every person who has to do with a gasoline motor. While the request contemplated the non-use of gasoline on Sundays, it carried a plea for the non-use of all motors whenever their services were not absolutely necessary.

The oil conservation program is particularly applicable to farmers. There are probably as many stationary gasoline motors on the farms of the country than there are automobiles or trucks in the country, and it is the duty of every person who is charged with the care of these motors to exercise the greatest care in seeing that a maximum amount of power is derived from a minimum amount of fuel.

The adjustment of stationary gasoline motors is frequently as necessary as the adjustment of automobiles. Carbon should be removed, spark plugs kept clean, carburetors adjusted often in order to keep the gasoline

consumption at a minimum. Many operators permit their machinery to run under conditions that the average automobile driver would never tolerate. If the motor is taken down, thoroughly cleaned and worn out parts replaced, it will surprise the average user to find that he will save 50 per cent on his fuel and oil bills.

## Be As Kind to Motor as to Horse.

In a speech delivered recently before a meeting of farmers, W. Champ-lin Robinson, Director of Oil Conservation of the United States Fuel Administration, told a story about a farmer who gave all his horses to Uncle Sam for war work and installed gasoline equipment. "I find," said the farmer, "that to get the best results I've got to be as kind to my motors as I was to my horses. Gasoline horses have to be fed, groomed and bedded or else they'll go lame. A man who keeps a lame motor on his place is just as bad as the man who works a lame horse."

With the approach of cold weather the wise farmer will turn his attention to his machinery and there is no item of his equipment that demands as much attention as his gasoline motors. A new motor, which has been running all summer, requires particular attention because the "shaking down" which comes with the first year's service is generally the most telling in the life of the motor. Unless it is kept in proper adjustment after the first year's use it will lose from one-half to one-third of its power.

Here are some points to observe in the overhauling program:

## Rules in Avoiding Waste.

Clean carbon from cylinders and plugs. Accumulated carbon is a fuel and power waster, besides the extra wear and tear on the motor.

Watch the piston rings. See that they fit snugly. Badly fitting piston rings are responsible for the loss of power and the waste of gasoline and oil.

Go over wiring system, with special attention to timer and ignition.

Adjust the carburetor. During cold weather a rich mixture is needed for starting, but after the motor "warms up" it will give more power if the mixture is made leaner. Watch the exhaust and you will be able to determine whether you are wasting fuel or not. A smoking exhaust indicates that you are wasting gasoline or oil or both. A sharp, snappy explosion from the exhaust without smoke indicates that you are getting good service in the engine.

Don't fill oil cups while motor is running because it frequently causes spilling. Every drop of oil saved counts.

## "Stop Leaks and Save Drops."

When cleaning crank case, don't throw away the oil. Strain it carefully and put it back in the crank case. Oil cans and containers should be kept tightly covered to prevent dirt getting in and in the case of gasoline to

*(Continued on page 42)*



THE REPRODUCTIONS ARE FROM THE CANVAS OF A FRENCH ARTIST WHO HAS DEPICTED THE IMPORTANT WORK OF TWO AVERY TRACTORS HAULING BIG GUNS TO THEIR SUPPORTING EMPLACEMENTS IN THE ADVANCED ZONE OF FIRE



# Limitations of Materials to Manufacturers Continues

Agricultural Implement Makers Not the Only Ones Affected—All Industries Coming Under Government Restrictions.

Cleveland, O., Oct. 14.—Developments the past several weeks have served to show more clearly than ever the exclusive hold which the Government has upon the iron, steel and metal industry. This control is being exercised through the mediums of price-fixing, fuel distribution and transportation, with the fuller control of labor supply through wage awards in labor disputes and distribution of workmen under the "work or fight" and like orders. Indeed, the further control of labor through methods approaching "conscription" now is being considered at Washington and may be the subject of announcement in a short time.

On Sept. 23 pig iron interests met in Washington, and on the three succeeding days the plate makers, wrought pipe and shell steel producers. Through these meetings the War Industries Board held heart to heart conferences with several hundred leading iron and steel producers for the purpose of discussing intimately the best methods of increasing production to the end that the gap between 18,000,000 tons of production for the last half year might be stretched to cover the 22,000,000 tons of finished steel to satisfy Government demands for shell steel, ship plates, steel rails, cars, etc.

To bring this about, many additional lines of manufacture requiring steel and iron supplies are being cut down. The agricultural implement reduction to 75 percent of manufacturing capacity is only one of a score of industries. Every line not directly connected with war material production is being reduced, even pocket knives, which have been cut to 40 percent of four months of last year's output. These individual lines of manufacture mean only a few thousand tons of steel, but in the aggregate and spread over a year of manufacture, they run into hundreds of thousands of tons.

The new proposal by the Government to employ just as soon as possible every gray iron foundry in the country in the manufacture of 33,000,000 cast shells from three to eight-inch made out of semi-steel means that 700,000 tons of pig iron and 300,000 tons of steel scrap must be provided, although every ton of pig iron possible has been allotted by Government committees to all the blast furnaces of the country.

## Iron and Steel Prices Announced.

New schedules of prices of iron and steel have been announced by the War Industries Board for the fourth quarter of the year, these including an advance of \$1 a ton on basic and foundry grades of pig iron, 25 cents a ton on Lake Superior iron ore, while other finished and semi-finished steel prices are reaffirmed as to bases. But concurrently with this announcement came a new recommendation by the general committee of the American Iron and Steel Institute, changing a number of prices and differentials. Cast iron pipe was advanced \$5 a ton; cut nails \$1 a ton to \$5 per 100 lbs. and pig iron was changed as to basing

points, which now will be Birmingham, Ala., and Pittsburgh for certain producing districts; while a complete schedule of prices was put out which must be observed by warehouses which cover various finished steel products. The pig iron basing changes are radical and fundamental, upsetting established custom in several particulars, the final significance of which remains to be discovered.

## Eight-Hour Rule a Wage Increase.

Another important trade matter has been the announcement by the United States Steel Corporation that, effective Oct. 1, it would put into effect at all its works the basic eight-hour work day. This came as a surprise to its competitors and up to this time a number of them still are debating what course to pursue, although a number of the larger independent mills have adopted it. This move, it is understood, was taken to forestall a possible Governmental announced standardized wage, and also is in line with the manifest policy of the war labor board's policy.

It is believed this eight-hour scheme will not result in fewer hours of labor for either mill or blast furnace hands, since it is not possible to get enough additional workmen to arrange to work on eight-hour shifts; but it will result in the payment of time and a half for the overtime which must begin to be figured after the first eight hours are worked. In other words, the new eight-hour day simply is another method of giving the workmen another 10 per cent wage advance.

Pig iron production in September reached a record in its daily average output of 113,765 tons. So heavy will be the coal movement to the northwest and the grain movement down the lake in November that it is believed the iron ore movement will end practically in October with about 62,000,000 tons.

**Wire Products**—Government cutting off of steel to wire rod mills and further Government allotment of 150,000 tons of military barbed wire have resulted in wire mills limiting production solely to Government uses. No barbed wire is available for commercial uses and wire nails rapidly are getting into that category. The output of wire fencing and screening is approaching the vanishing point, while jobbers' orders are receiving less and less attention.

**Stampers' Material**—Stampers, unless

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## Trade Conventions.

### November.

Mid-West Implement Dealers' Association, Omaha, Neb., Nov. 13, 14 and 15; Secretary, James Wallace, Council Bluffs. Implement show in connection.

Michigan Implement and Vehicle Dealers' Association, Kalamazoo, Mich., Nov. 13, 14 and 15; Secretary, L. F. Wolf, Mt. Clemens. Implement show in connection.

Ohio Implement Dealers' Association, Columbus, Nov. 13 and 14; Secretary, E. E. Whaley, Springfield.

### December.

Iowa Implement Dealers' Association, Des Moines, Dec. 3, 4 and 5; Secretary, T. F. Wherry, Hampton. Tractor show in connection.

Illinois Implement and Vehicle Dealers' Association, Peoria, Dec. 3, 4 and 5; Secretary, W. L. Derry, Vermont. Implement show in connection.

Indiana Implement Dealers' Association, Indianapolis, Dec. 4, 5 and 6; Secretary T. H. McGeorge, Covington.

Oklahoma Hardware and Implement Association, Oklahoma City, Dec. 10, 11 and 12; Secretary, W. B. Porch, Mustang. Tractor show held same dates.

Wisconsin Implement Dealers' Association, Milwaukee, Dec. 11, 12 and 13; Secretary, R. G. Nuss, Madison. Implement show in connection.

### January.

Minnesota Implement Dealers' Association, Minneapolis, Jan. 7, 8 and 9, 1919; Secretary, C. I. Buxton, Owatonna.

Western Retail Implement, Vehicle and Hardware Association, Kansas City, Jan. 14, 15 and 16; Secretary, H. J. Hodges, Abilene, Kan.

Pacific Northwest Hardware and Implement Association, Spokane, Wash., Jan. 15, 16 and 17; Secretary, E. E. Lucas, Spokane.

Mississippi Valley Implement Dealers' Association, St. Louis, Mo., Jan. 21, 22 and 23; Louis J. Ringe, Secretary, St. Charles, Mo.

Mountain States Hardware and Implement Association, Denver, Col., Jan. 21, 22 and 23; Secretary, W. W. McAllister, Boulder, Col.

North Dakota Implement Dealers' Association, Fargo, Jan. 22, 23 and 24; Secretary, R. A. Lathrop, Hope. Implement show in connection.

### February.

Fourth Annual National Tractor Show, Kansas City, Mo., Feb. 10 to 15; Guy H. Hall, Secretary Kansas City Tractor Club, Sweeney Building, Kansas City.



# Implement & Tractor Trade Journal

1886 1918

Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALLGEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, OCTOBER 19

NISH has been captured. On to Fish and Tush!

WITH the quarantine poignantly in mind, the "gobs" at the naval training stations are saying, "Influenza and out flew liberty."

MR. COOK, the "Implement Administrator," has been meeting the implement man face to face and it seems scarcely too rash to predict that they are going to get along famously.

No, it's not a minute too early to be talking repairs to the farmers. One dealer of our acquaintance already has a sheaf of binder repair orders for next year. Go ye and do likewise.

IMPLEMENT men at the National Federation meeting in Chicago took hold of the tractor problem with a firmer grip than ever before. They know what a tremendous part the tractor has begun to play in the development and distribution of farm equipment. For reasons sufficient unto ourself we are compelled to the conclusion that the implement dealer when weighed in the balances will be found wanting more tractors.

W. L. DERRY, retiring president of the National Federation, used to be a blacksmith and, if we may say so in his behalf, a good one. He still maintains a smithy department but, until recently, it had been a long while since he personally pumped the forge and played his jolly solo on the anvil. But war makes demands. Some of his force had to go away and help hammer the Hun. Yet the farmers had to keep their tools in condition just the same. "Will," said a farmer friend one day recently, "I hate to ask you to do it, but I simply must have those shares of mine sharpened." "Certainly," said W. L., and that's how it all started. For the duration of the war, at least, the brawny gentleman who, according to Longfellow, made the sparks fly, "under the spreading chestnut tree," didn't have a thing on W. L. Derry. Did someone mention service?

## THE LARGE SALES UNIT

THERE is plenty of ground for the belief that those in the retail implement trade who insist that the margin on tractors must not be made lower than the average margin which their experience has taught them to be safe as applied to old-line implements are making a mistake. At the moment it appears to be a reactionary position for them to take.

No one expects the implement dealer to go back on all that he has learned simply for the privilege of getting into the tractor business. His experience, when soundly interpreted, cannot fail to bring much of good into the merchandising of tractors and power farming machinery. Yet it is imperative that the implement dealer must realize the immediate necessity of identifying himself whole-heartedly with the tractor industry. His criticism as an outsider can count for little or nothing; as one actually a part of the tractor industry, his word and experience will be sure to be given heed.

The coming of the tractor introduces a far larger sales unit into the farm equipment business than has ever been in it before. As compared with the average sale under the old conditions the tractor sales unit is easily ten times greater. It is impossible to ignore that potent circumstance in arriving at a margin that can be considered safe. When the sales unit increases the margin automatically decreases. It may take some time to convince many dealers of this, but sooner or later it will be accepted as the rule in the farm equipment trade and not to the hurt of it, either.

## "CHEAP," TO PUT IT MILDLY

FROM the viewpoint of sound sentiment, at any rate, the department of this paper conducted under the head of "Men of the Trade in the Service," is one of the most interesting ever instituted in this or any other publication. Every week we record briefly tidings of the men in the farm equipment business who have gone forth to fight.

In the earlier months of the war there was a disposition on the part of some of the stay-at-homes to say that their part in the war was just as important as that of the fighters. However sincerely such statements were uttered, they were rubbish.

There is no substitute for active service in the field. Though other work of many kinds is essential, it cannot be done with anything like the sacrifice and heroism of those at the front. To put the thing as mildly as possible, it is pretty "cheap" for most

of us at home to say anything about our sacrifices.

## BALKERS NOT WANTED

CONSIDERING only the old sales units, it has been pretty generally agreed that the cost of doing implement business has been approximately seventeen or eighteen percent. But the tractor upsets the whole plan of figuring. It adds immensely to the volume and to the speed of turnover at one and the same time. How is it possible to overlook these patent and potent facts?

It is much to be desired, of course, that the dealer should go slowly in reducing the margin on tractors as compared with that on cultivators, say. There is some danger that he might go too far in that direction, in his eagerness to get tractor business. Both extremes are to be avoided.

Naturally, it is desirable for reasons of policy not to announce any widespread disposition on the part of dealers to lower their margins. The profits in the trade, even under the most favorable circumstance and management, have never been so great that the dealer can afford to be reckless.

But it is also important that he should avoid all semblance of over-conservation in the face of the plain demand for him to take charge of the retail distribution of tractors. The dealer who makes good in this respect is the man who knows the best business methods and the most effective way of applying them. He must be "up on his toes," as the saying goes, and be ready to compete with the most aggressive and intelligent competition.

The implement dealer who continues to balk at the threshold of the tractor business is almost surely doomed to extinction. Balkers are not wanted in the farm equipment business, and a man cannot be in that business in any true sense unless he sells tractor and power farming machinery.

## LET US SHOW THEM

ONE more week remains of the Liberty Loan campaign. Most of us have set our faces against any sort of a compromise peace with that nation which deliberately loosed the hounds of frightfulness upon a peaceful world. But some of us have not yet made an extra effort to put the fourth loan over the top. Let us show Germany that we mean what we say, and, what is of even more importance, let us show our fighting men that we are back of them, but not "too blamed far back."



# The "Implement Administrator" Delivers His First Extended Message to the Retail Trade

By Junius Ford Cook

Assistant to the Secretary of Agriculture



In his address before the National Federation of Implement and Vehicle Dealers' Associations in Chicago, Oct. 9, Junius F. Cook, assistant to the Secretary of Agriculture, in control of the farm equipment industry, brought an important message to the trade. Aside from several explanations of particular points to the industry, which have appeared in the *Implement & Tractor Trade Journal*, this speech before the Federation is Mr. Cook's first direct public communication to the trade. In this message he invites the complete cooperation of everyone affiliated with the industry in administering the provisions of the Food Control Act so far as they have been made to apply to the manufacture and distribution of farm equipment. Because of its timely importance the address of Mr. Cook is given a position to itself in this issue.

the demand or minimize the supply to enhance the value.

## To Act Impartially.

So far, most of our work has been investigational and later the work of correcting any conflicts with the act will take place. In all of the work our aim is to act absolutely impartially, and I feel that if this is carried out the result will be satisfactory.

As to the business of selling farm equipment, we find that the demand for

farm machinery of practically all kinds is a seasonable one. Plows, harrows, binders, cultivators, drills, harvesting machines, etc., are used during limited seasons each year, and the demand for them naturally is restricted to a great extent to the seasons when these machines are being used on farms. This fact has resulted in putting the implement dealer in a rather different class from most other retail merchants.

The conditions as just described have resulted in the establishing of a number of different classes of dealers who furnish machinery and equipment to farmers. In nearly every farming community are to be found a few individuals who have taken the agency for one or more items of farm equipment. These individuals may be farmers, blacksmiths, storekeepers or men engaged in nearly any of the other trades usually found in rural communities. Usually they will carry no stock of equipment whatever, but merely hang out a sign stating that they are the agents for a certain line of goods.

## The Farmer-Agent.

When such an agency is held by farmers it frequently happens that the agency has been acquired by reason of the fact that it had been desired to obtain a certain make of machine for which no agency existed in the neighborhood. Perhaps the machine had been seen in operation in some other community and had struck the farmer's fancy. As there was no local agency it would be necessary for the farmer to correspond with the manufacturer who, in order to avoid the stigma of direct selling to a consumer would suggest, or perhaps insist, that an agency be taken for the line before the machine could be obtained. This would usually give the first purchaser the benefit of the agent's commission on the sale of the machine, and at the same time serve to introduce the machine in the neighborhood, which would, of course, be to the advantage of the manufacturer.

The purchaser probably had little expectation or intent of actually acting as agent, but merely wished to obtain one of the outfits for his own use. In case it worked satisfactorily and appealed to his neighbors, some orders might be forthcoming. In this case the orders would, of course, be placed through the agency of the first purchaser. However, the agent in such cases would seldom put in a supply of repair parts and if any such were needed it would be necessary for him to wire or write to the factory. This class of dealer, being in a new section for the goods which he sold, and often being in a rather inaccessible location, would be entirely out of touch with the manufacturer, perhaps never having even met anyone in the employ of the company.

Such agents are seldom in touch with the development of the machine which they are handling and often do not even

(Continued on page 44)

It is a great pleasure to meet you, the representatives of the organized implement dealers of the United States. I have looked forward to this opportunity of meeting you face to face as one which, if improved, will be of great value to me in carrying out my duties in Washington. It will enable me to know you and your work better and to realize more fully the difficulties you have to contend with in times of unusual conditions.

The admirable action of the people of the United States during this war in rising to the occasion and each one doing his part is most gratifying. The attitude of those connected with the manufacture and sale of farm equipment has been a revelation to me. The expressions of desire to give you hearty support have been universal. People do not wish to profiteer and, while some no doubt have put their prices too high, it is a time of stress and some difficulty in knowing just what is a fair charge is natural.

A successful dealer has a responsibility to his customer and does not want to be told he is profiteering. On the other hand, he has his money tied up in stock that may give him a large profit or a considerable loss unless he is skillful in managing his business. The farmer wants to buy his farm equipment as favorably as possible, and when he suddenly finds he has to pay 80 or 100 percent more for a mower or plow than his neighbor did the year before, he naturally objects. His products have risen in price, but more gradually than farm implements. So he receives a shock.

So far, the question of whether farm equipment prices are too high has not been determined. Certain questionnaires have been issued and prices to the farmer ascertained through the States Relations Service of the Department of Agriculture from all parts of the country, covering the years from 1914 to the present time. Manufacturers' prices have also been obtained for the same period.

## Must Not Profiteer.

The farmer, to produce food abundantly, must have a sufficient supply of labor-saving farm implements. You dealers have an important duty to see that your part in this war program is carried out efficiently, smoothly and in the spirit that pervades the whole Nation today. I believe you are doing your part well. You can each one of you refer that question to your own conscience and in doing so ask yourselves whether there is anything further you can do to save the Nation now in its time of need. Do not think we want you to do things that will show you a loss.

I do not think doing business at a loss helps the Nation one bit, but if the price is so high that the farmer cannot or will not avail himself of a labor-saving machine, then, if possible, try to meet the case as far as possible. Do not hoard as it is unlawful. Do not lose the confidence of your customers, as that is sure to lead to loss. Do not magnify



# News of the Industry

## N. I. & V. A. IN SESSION

### Manufacturers Urge That President Wilson Demand Unconditional Surrender of Germany.

Chicago, Ill., Oct. 16.—Almost the first official action of the membership of the National Implement & Vehicle Association in the first session of their annual convention which started here today was to send a telegram to President Wilson urging that he demand unconditional surrender of Germany and her allied powers.

The halls of the Congress Hotel echoed with the shouts of the manufacturers as they voiced their approval of the telegram. The "war" convention had undoubtedly expressed the attitude of the farm equipment industry better in that telegram than in any of the addresses or discussions which the remaining part of the program of the convention might promise.

More than 150 manufacturers, representing practically every branch of the power farming equipment industry, were present for the opening session. The attendance established a first day record. The greatest interest centers in the probable discussion of the curtailment of iron and steel to the industry, and the announced address of Junius F. Cook, implement administrator.

Little other than the routine business of a first session, such as reading of reports and the appointment of convention committees occupied the attention of those in attendance Wednesday.

### No Oklahoma City Show.

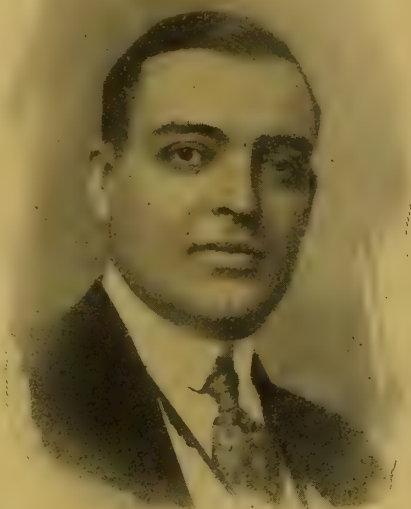
The board of directors of the Farm Power Equipment Club, Oklahoma City, Okla., at a meeting Oct. 14 decided to call off the power farming equipment show which was to have been held in Oklahoma City in December.

The action was taken for the reason that the large fire-proof building in which it was planned to hold the exhibition has been tendered to the Government and virtually accepted as a storage house for war supplies. The directors expressed themselves as believing that it was their patriotic duty

in view of the fact there seemed to be urgent need for storage space in Oklahoma City.

### Taylor to Turner Company.

Edwin E. Taylor has been appointed advertising manager of the Turner



Mfg. Co., Port Washington, Wis. Mr. Taylor has been advertising manager of the Acme Harvesting Machine Co., Peoria, Ill., for ten years.

The Holt Mfg. Co., Stockton, Cal., has been granted Canadian patent rights on the Caterpillar tractor.

### L. C. Frisk Influenza Victim.

Leonard C. Frisk, manager of the Denver branch of the John Deere Plow Co. of Kansas City, Mo., died Oct. 11 at his home in Denver after a brief illness of Spanish influenza. Mr. Frisk was born Jan. 22, 1888, in Moline, Ill. After his graduation from the Moline high school in 1905 he became connected with Deere & Co. of that city. For some time he was employed in the stock department.

In 1908 he was appointed a salesman for the company and was later transferred to Denver, where he was made manager of the branch house in 1914. On Nov. 16, 1912, he married Miss Edna May Maxey, at Pueblo. Beside his widow he is survived by one child, Richard Leonard Frisk.

His parents are Mr. and Mrs. Fred M. Frisk of Moline. Three sisters survive Mr. Frisk, Mrs. Florence Hankins, Mrs. Paul Ashwood and Mildred Frisk, all of Moline.

Funeral services in Denver were attended by M. J. Healey, general manager of the John Deere Plow Co. of Kansas City, and all of the travelers of the Denver branch of the company. Mr. Frisk in the short time that he had been connected with the Denver branch had become one of the best known and most liked men in the western organization of the Deere company. His body was taken to Moline for burial.

### "Flu" Attacks H. M. Craig.

Hugh M. Craig, assistant to the general manager of the Janesville Machine Co., Janesville, Wis., recently suffered a severe attack of Spanish influenza. Although dangerously ill, Mr. Craig, according to the latest reports, was slowly recovering.

### Change Branch House Location.

The Illinois branch house of the Minneapolis Threshing Machine Co. has been moved from Peoria to Decatur. The new location is 340-60 East Main Street.

The new office will be the general office for handling the business in Illinois and western Indiana. A sample room only will be maintained at Peoria. This will be located at the foot of Chestnut Street opposite the Union station.

## COOPERATIVE TRACTOR CATALOG

"The Red Tractor Book"

AND

## MILLARD'S IMPLEMENT DIRECTORY

Published annually by  
IMPLEMENT TRADE JOURNAL CO.



## Moline Writes to Dealers.

To confirm the purchase of stock in the Moline Plow Co. by John N. Willys of the Willys-Overland Co. and to outline the helpful policy that will be followed by the two companies, the Moline company has sent out the following letter to its dealers:

To Moline Dealers:

You have no doubt already learned through the leading trade papers of the country that Mr. John N. Willys, of the Willys-Overland Company, Toledo, O., has purchased the stock interests of the Moline Plow Co., formerly held by the Stephens family, with the exception of that of F. G. Allen and family.

In announcing this change we desire to call to the attention of our army of loyal Moline dealers, a copy of communication sent out by the Willys-Overland Company to one of its distributors, which will no doubt be of interest to you.

This amalgamation of interests will undoubtedly produce a broadening of opportunity for everyone connected with the Moline organization, and as soon as war conditions will permit our customers will participate in the benefits of better service and largely increased production of horse-drawn implements, Moline-Universal tractors, and power farming machinery.

Mr. F. G. Allen becomes president and continues as general manager, and the product of this company will be merchandized under the Moline Plow Co. name as heretofore.

We take this occasion to thank you for your support, which has helped to make the expansion of our business possible, and assure you that the name "Moline Plow Co." on our product will continue to stand as a guarantee of quality—the same as it has since the inception of our business in 1865.

Yours very truly,  
MOLINE PLOW CO.,

F. G. Allen, Pres. and Genl. Mgr.

The letter of the Willys-Overland Co. reads as follows:

We have received a great many requests from our distributor and dealer organization concerning the possibility of their securing the Moline account, and we have given this subject a good deal of serious thought.

You can readily appreciate the fact that the merchandizing of tractors and tractor-drawn implements, and farm implements, is entirely foreign to the present development of this organization, and the Moline Plow Co. have a number of branches throughout the country, and approximately 30,000 dealers who are handling their line of goods. They have been in the business for over fifty years, and given the subject of merchandizing so much thought and consideration that we have decided that under the circumstances they are better equipped to handle the contracting of their goods at Moline than for us to attempt to do so here. They will be pleased to give their account to any of our dealers and distributors, provided this does not break faith between the Moline Plow Co. and any of their dealers, and provided our dealer is better equipped to handle their products. We feel that this is the only

satisfactory method which we could pursue under the circumstances.

I have gone into this subject with Mr. Allen, president of the Moline Plow Co., and he will be very pleased to have his trade manager discuss with you the question of contract for the Moline products.

Very truly yours,  
WILLYS-OVERLAND CO.,  
Edwin B. Jackson, Vice-President.

## Nelson P. Lovejoy Is Dead.

Nelson P. Lovejoy, one of the directors of the Janesville Machine Co., Janesville, Wis., died from pneumonia in his home at Janesville recently. He is survived by his wife and three sons.

Mr. Lovejoy was a son of the late Allen P. Lovejoy, one of the founders of the Janesville company, and was secretary of the company for many years. During the last year he was active in war work. At the time he became ill he was in charge of the Liberty Loan campaign in Janesville.

## Joins Case Plow Works.

W. E. Nelson, an implement man of wide experience, has been added to the sales force of the Indianapolis branch of the J. I. Case Plow Works, Racine, Wis. He will cover the northern Indiana territory.

## To Hold School for Dealers.

A group of southwestern dealers will meet at the Kansas City branch at Nineteenth and Campbell streets of the United Engine Co., Lansing, Mich., Oct. 21 to 26. Prof. Orrin Snow, formerly of the Michigan Agricultural College, will give a series of lectures on modern power plant construction. M. B. Fall, Kansas City branch manager, will give talks on "How to Sell Farm Lighting Plants," "How to Open Up New Territory," "How to Create a Demand for Lighting Plants," and other subjects.

The convention is one of the dealers' schools which the company conducts at different times throughout the country. Dealers are taught the construction of farm lighting plants, how to install them and how to work up trade in that line.

## Absorbs Michigan Company.

The Northern Foundry Co., Marinette, Wis., manufacturers of agricultural and automotive castings, has purchased a controlling interest in the Dost Pattern Co., Menominee, Mich. The plants will be consolidated. A new building has been acquired adjoining the Northern company's plant and an extension is being built.

## A SCHOOL FOR TRACTOR DEALERS AT U. OF ILLINOIS

The Division of Farm Mechanics of the University of Illinois offers a series of Tractor War Courses of two weeks each, the first course beginning Oct. 14, and a new course starting every Monday until March 17.

Of these courses those beginning Nov. 4, 11, 18 and 25 will be given especially for dealers in tractors and power farming machinery. The schedule will be modified from that of the operators' courses, and in addition to technical instruction will devote considerable attention to sales methods, advertising and other publicity, accounting methods, collections and the matter of service. The School of Commerce of the university will co-operate in presenting this part of the course.

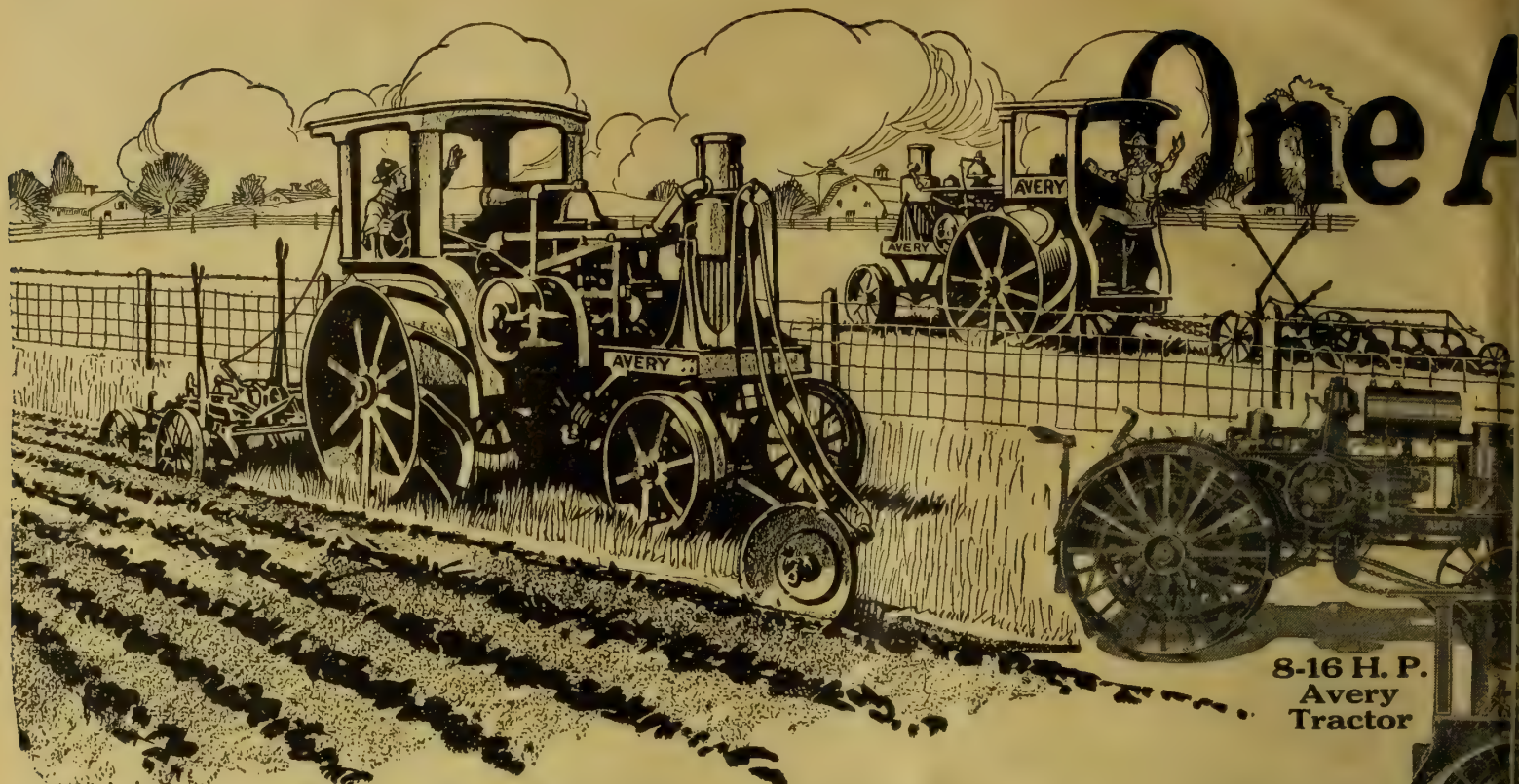
The technical instruction is divided between lectures and laboratory work in about the proportion of one to three. The laboratory facilities are ample, comprising a number of typical complete tractors of latest design, tractor motors on test blocks, other motors in a wide variety, and a complete assortment of parts and accessories. The course will include study

of the principles of engine operation and actual work in adjustment and repair. Each week there will be an evening lecture by an outside speaker. These lecturers are men whose prominence in agriculture or its related vocations will make their discussions attractive features of the courses.

The enrollment in each of these courses will be limited to twenty-five, insuring adequate material and supervision to each student. Persons interested are urged to register for these courses as soon as possible, not only to be sure of admission before the courses are full, but to facilitate the work of the university. A fee of four dollars is charged for the course. The University Y. M. C. A. will assist in the location of desirable rooms.

These courses are not restricted to Illinois tractor dealers, but are open to all who may register up to the limit of twenty-five for each course. So far as the Implement & Tractor Trade Journal knows, this is the first time that courses have been given by an educational institution for especially assisting tractor dealers with the problems incident to the business.





8-16 H. P.  
Avery  
Tractor

**B**ROTHERS, Fathers, Sons, Cousins, and other members of the same family are buying Avery Tractors. When a tractor can sell itself again and again into the same family, it is the best proof of its success. Here are the names of a few members of the same families who have bought Avery Tractors:

#### Two Brothers

Carl Mohr . . . Schleswig, Iowa  
Rudolph Mohr . . . Schleswig, Iowa  
Earl Roice . . . Osborne, Kansas  
Jay Roice . . . Osborne, Kansas  
Sam Enget . . . Powers Lake, N. D.  
John Enget . . . Powers Lake, N. D.

Brzazowsky Bros. . . Alpena, S. D.  
(Two older brothers)  
Brzazowsky Bros. . . Alpena, S. D.  
(Two younger brothers)

Albert Wiedman . . . Christena, Mont.  
Charles Wiedman . . . Christena, Mont.  
Fred Ewing . . . Pawnee Rock, Kansas  
Harve Ewing . . . Pawnee Rock, Kansas  
Wm. Werhahn . . . Albert, Kansas  
Gus Werhahn . . . Great Bend, Kansas  
Don Aldrich . . . Belpre, Kansas  
Chas. Aldrich . . . Garfield, Kansas  
F. S. Leonard . . . Lyons, Kansas  
D. N. Leonard . . . Sterling, Kansas

W. H. England . . . Monticello, Ill.  
Ed. England . . .  
H. J. Droubey . . . Lovelle, Utah  
Paul Droubey . . . Erda, Utah  
John Austin . . . Carter, Wyo.  
George Austin . . . Garland, Utah

#### Three Brothers

Ernest Seger . . . Erie, Ill.  
Frank Seger . . . Erie, Ill.  
Dana Seger . . . Erie, Ill.  
M. B. Monson . . . Portland, N. D.  
Henry T. Monson . . . Portland, N. D.  
Casper E. Monson . . . Portland, N. D.

John Sack . . . Hays, Kansas  
Ignatz Sack . . . Hays, Kansas  
Steve Sack . . . Hays, Kansas  
W. H. Oeser . . . Claflin, Kansas  
L. A. Oeser . . . Claflin, Kansas  
Fred Oeser . . . Claflin, Kansas

Wm. Tipton . . . McPherson, Kansas  
Tom Tipton . . . Conway, Kansas  
Madison Tipton . . . McPherson, Kansas

Joseph Hitchman . . . Claflin, Kansas  
Louis Hitchman . . . Claflin, Kansas  
Rudolph Hitchman . . . Claflin, Kansas  
D. B. Shutt . . . Lambert, Okla.  
W. R. Shutt . . . Cherokee, Okla.  
J. O. Shutt . . . Nash, Okla.

#### Four Brothers

J. W. Zook . . . Larned, Kansas  
A. W. Zook . . . Larned, Kansas  
Dan Zook . . . Larned, Kansas  
Chas. Zook . . . Larned, Kansas

#### Father and Son

Phillip Schafer . . . Chilton, Wis.  
Frank Schafer . . . Chilton, Wis.  
J. L. Vlcek . . . Wilson, Kansas  
Frank Vlcek . . . Wilson, Kansas  
D. W. Steinle . . . Russell, Kansas  
Henry Steinle . . . Hollyrood, Kansas

#### Father and Son-in-Law

Henry Heuer . . . Leonard, N. D.  
Wm. Frederick . . . Sheldon, N. D.

#### Brothers-in-

Hartstrom Bros. . .  
A. D. La Brant . . .  
Bob Buckles . . .  
Harry Downing . . .

#### Uncle and

John B. Bowmer . . .  
Roy Bowmer . . .  
J. U. Poppen . . .  
D. C. Krause . . .  
Phillip Schafer . . .  
Edward Therwheacter . . .

#### Cousin

Harry Downing . . .  
Clarence Downing . . .

*Ask If Your Territory Is Still Open For The Avery Line*

**EVERY COMPANY, Factory and Main Office, PEORIA, ILL.**

Branch Houses: Madison, Fargo, Omaha, Minneapolis, Grand Forks, Sioux Falls,  
Aberdeen, Billings, Lincoln, Des Moines, Indianapolis, Kansas City, Wichita

Jobbers: AVERY COMPANY OF TEXAS, Dallas, Amarillo, and Beaumont, Texas  
ALSO OTHER PRINCIPAL MACHINERY CENTERS

# AVERY

Motor Farming, Threshing  
and Road Building Machinery

Avery Tractors are being used success-  
fully in all 48 states and 61 foreign

Price \$550 f. o. b.



5-10  
H.P. Avery  
Tractor

Avery  
Motor  
Cultivator





# Avery Sells Another

**P**ROOF of Avery Tractor success is shown by the way Avery Tractor sales grow in the same community. When one farmer gets an Avery Tractor it is not long before another Avery arrives and then another, for his neighbors see that Avery Tractors stand up under the work. Likewise, when an Avery gets into a family, other members of the same family soon become Avery owners. Brothers, cousins, fathers and sons, uncles and nephews are buying Averys. We have many records of where two, three and four brothers in the same family have bought Avery Tractors.

The fact that neighbors, friends and relatives buy Avery Tractors after they have watched carefully the work of the first Avery Tractor in their community or family is the very best proof that Avery Tractors are a success.

## Avery Design—The Secret of Avery Success

The first essential in building a successful tractor business is a successful tractor. And the first essential in a successful tractor is a successful design.

Avery's are the only tractors with a perfected opposed motor and a patented sliding frame transmission. They are the tractors with renewable inner cylinder walls, adjustable crankshaft boxes, crankshafts one half or more in diameter than the diameter of the cylinders, gasifiers that turn kerosene or distillate into gas and burn it all, and other exclusive and protected features.

The Avery design is so successful that it is built in five different sizes—a size for every size farm. It is so successful that it has not required changing since it was introduced eight years ago. We have been able to put all our effort on perfecting the original design—not in building new designs. It is so successful that Avery Tractors are now used by farmers in all 48 states and 61 foreign countries.

## Become A Power Farming Specialist With The Avery Line

The Avery Contract gives you the sale of a complete line of power farming machinery. You have a tractor to fit every size farm, the Avery Motor Cultivator for cultivating row crops, and the full line of Avery Grain-Saver Threshers and Tractor Plows.

With the Avery Line you can make your place of business headquarters for power machinery for any kind of field, belt or road work. You can build up a business that is limited only by the number of farms and the power requirements of your territory.

Find out if your territory is still open for 1919 on the Avery Line.

## 40-80 H. P. Avery Tractor

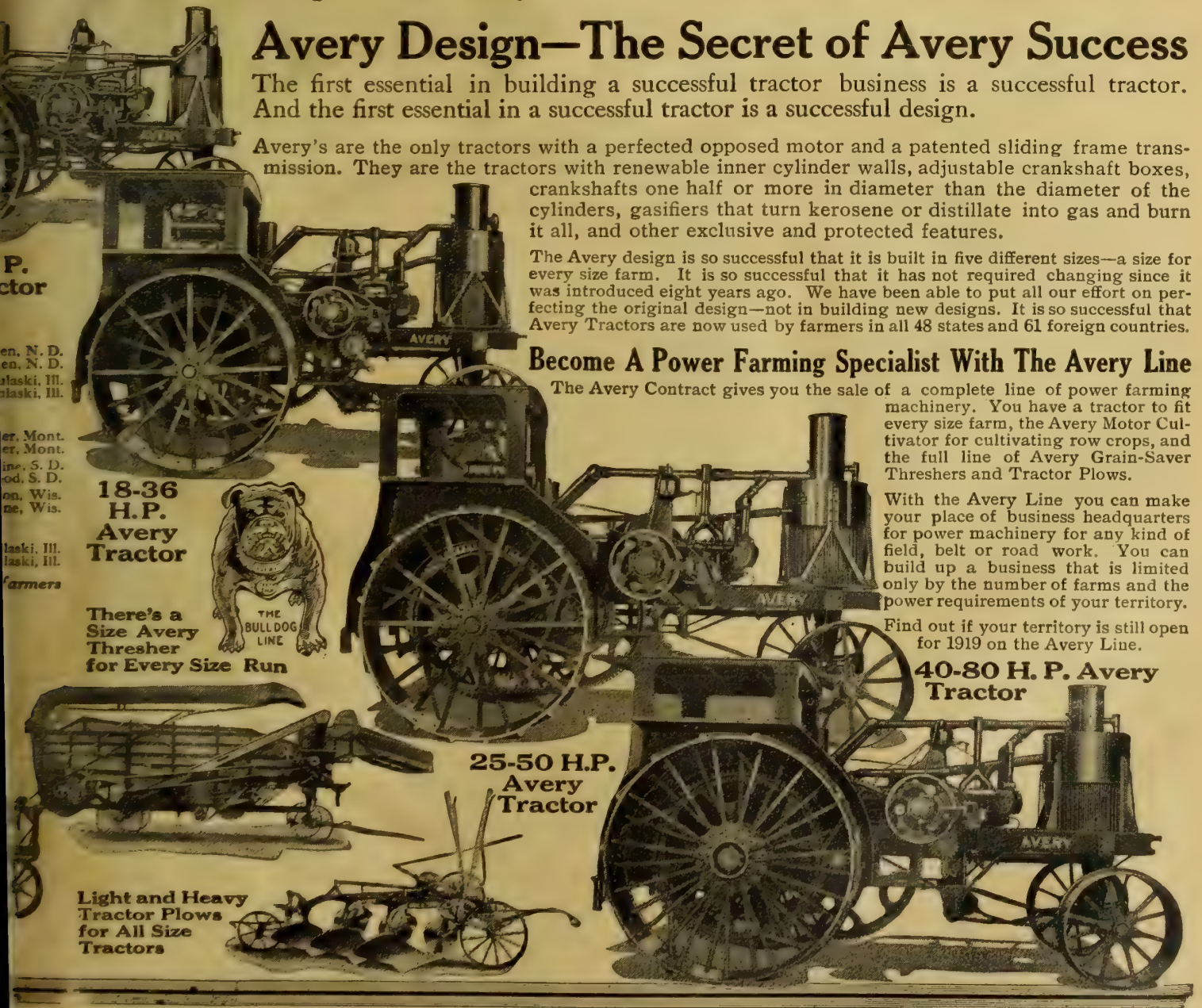
## 25-50 H.P. Avery Tractor

## 18-36 H.P. Avery Tractor

There's a Size Avery Thresher for Every Size Run



Light and Heavy Tractor Plows for All Size Tractors





# "NORMA"

## PRECISION

## BALL

## BEARINGS

(Patented)



The difference in price between an ordinary part or accessory, and the best part or accessory made, is never large—never more than a small fraction of a percent of the total cost of the machine in which it is used. But the difference in the service-rendering capacity may be tremendous—may mark the distinction between success and failure of the machine as a whole.

"NORMA" Precision Bearings are the standard bearings in dependable ignition apparatus and lighting generators—because they are known to possess that factor of safety in speed service which safe-guards the machines in which they are used.

Be SURE. See that your Electrical Apparatus is "NORMA" equipped.

### THE NORMA COMPANY OF AMERICA

1790 BROADWAY

NEW YORK

BALL, ROLLER, THRUST, COMBINATION  
BEARINGS.



### IN FLANDERS' FIELDS.

In Flanders' fields, the poppies grow  
Between the crosses, row on row,  
That mark our places; and in the sky  
The larks, still bravely singing, fly,  
Scarce heard amid the guns below.

We are the dead. Short days ago  
We lived, felt dawn, saw sunset glow,  
Loved and were loved, and now we lie  
In Flanders' fields.

Take up our quarrel with the foe!  
To you, from failing hands, we throw  
The torch. Be yours to lift it high!  
If ye break faith with us who die  
We shall not sleep, tho' poppies blow  
In Flanders' fields.

—Lieut. Col. John McCrea.

### Enlisted Nineteen Times.

H. O. ALDERMAN, formerly with the  
Associated Manufacturers' Co., Wa-



H. O. ALDERMAN

terloo, Ia., and now in the Officers' Training School at Camp Zachary Taylor, Ky., is believed to have the record in the matter of determination to enter Uncle Sam's Service.

Mr. Alderman endeavored eighteen times to get into some branch of the service without success, and finally got in on his nineteenth enlistment. What kept him from being accepted was a technical defect in eyesight, which was not at all a working defect but through which he failed to pass the physical examinations. He enlisted at Jackson, Mich.

### Moline Man Reaches France.

HAROLD DORBECK, formerly em-

ployed with the Deere harvester plant, has arrived safely overseas, according to word received by his parents in Moline, Ill. The young man left Moline with one of the first draft contingents for Camp Dodge last September, was later transferred to Camp Pike, Ark., and was at Camp Dix a short period before sailing.

### Is on His Way to France.

EARL R. SHEPHERD, son of James H. Shepherd, implement dealer of Ottumwa, Ia., has sailed for France, and his relatives are awaiting news of his safe arrival. The young man enlisted April 5, 1918, entering the Mechanics' Repair School at North Kansas City. He was later transferred to Camp Jesup, Ga.

### Assistant Manager to Leave.

BEN GARRETT, assistant manager of the Challenge Co., Omaha, Neb., expects to go to one of the cantonment camps with a contingent of Omaha boys in the near future. L. A. Miller, formerly with the Dempster Mill Mfg. Co., Beatrice, Neb., has been made assistant manager to succeed Mr. Garrett.

### Promoted in a Month.

H. G. STRUCK, formerly of the publicity department of Deere & Co., Moline, Ill., has been made a corporal within a month after arriving at camp. He is at Camp Pike, Ark.

JOHN NEFF, son of C. C. Neff, manager for the New Idea Spreader Co. at Omaha, Neb., has given up his position in charge of the general office work of the company, and has entered training for the Army at the University of Nebraska. His sister, Helen Neff, has taken up his duties at the office.

K. N. VORHEES, cashier of the Avery Company, Omaha, has enlisted in the Balloon School at Fort Omaha. Mr. Voorhees is well known as a musician, having been identified with various bands in Omaha. Miss A. F. Verdegren succeeded Mr. Voorhees as cashier for the Avery Company.

KENDRICK LOUGHRAN, son of Stev L. Loughran of the Loughran Machin Co., Ames, Ia., a pioneer implement house of that section, has arrived in France, according to word received by the father. The young man is in the heavy artillery.



## First Unit of a Big Plant.

Work is rapidly progressing on the new G. M. C. tractor plant of the Janesville Machine Co., Janesville, Wis. The first factory unit measures 500 feet long and 200 feet wide. The front section of the big building is two stories high. It will house the office organization. The remainder of the unit will be one-story, with a roof of the saw-tooth style of construction.

Plenty of room for factory expansion was provided when the company acquired the 135-acre tract of which it now has possession. The shipping facilities are unusually excellent. Both the Northwestern and Milwaukee roads tap the tract and the local belt line will also serve the new factory. It is expected that the first unit will be completed in November.

G. M. C. tractors are now built at Pontiac, Mich., and Oakland, Cal. It is planned, however, to confine their manufacture to the Janesville plant. Some uncertainty as to the operations of the organization in the immediate future is caused by the new Government regulations applying to the farm equipment industry.

Keen interest was aroused in the trade recently when it was announced that the General Motors Corporation had bought control of the Janesville Machine Co., and would make and market tractors in connection with a general line of tillage tools. The new tractor plant lies within about half a mile of the original Janesville implement plant.

## Made SKF Advertising Manager.

Robert C. Byler, for four years advertising man for the SKF Ball Bearing Co., Hartford, Conn., has been appointed advertising manager of the SKF Administrative Co., New York. He takes the place of Horace N. Trumbull, now in the Reserve Officers' Training Camp at New Haven, Conn. In his new capacity he will direct the advertising not only of the SKF company but the Hess-Bright Mfg. Co. and the Atlas Ball Co., Philadelphia, both controlled by the SKF firm.

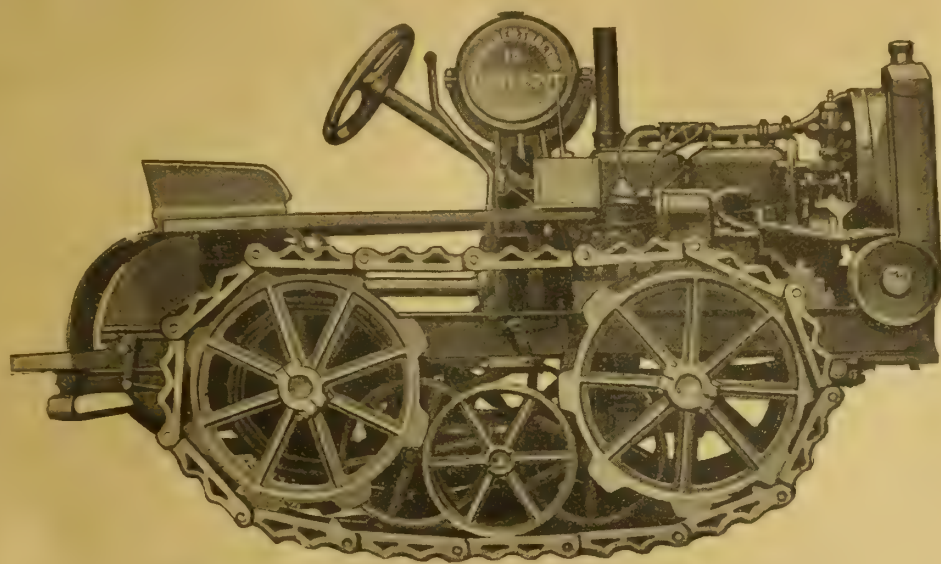
## William Allis Is Dead.

William Allis, 69, son of the late E. P. Allis, died in Milwaukee, Wis., Oct. 10. Mr. Allis succeeded his father as president of the E. P. Allis company and continued until the consolidation which resulted in the Allis-Chalmers Mfg. Co. He then became chairman of the board of directors.

# Monarch Company's Crawler Types

THE Monarch Tractor Co., Watertown, Wis., are the manufacturers of three models of tractors, the Lightfoot, 10-6, Neverslip, 20-12 and the Neverslip, 30-18. Engine and

In the 20-12 an Erd motor is used, in the 30-18 a Doman motor and in the 10-6 a Kermath. Lighting equipments are furnished with the tractors on order



THE LIGHTFOOT, 6-10 H. P., IS THE SMALLEST MONARCH-MADE TRACTOR

transmission are compactly assembled on a channel steel frame permitting the tractors to turn in their own length.

All of the tractors are of the creeper type, traveling on their parallel steel tracks, which they pick up as they go along. The track wheel bearings are of phosphor bronze in water-tight and dust-proof boxes with oil reservoirs. The manufacturers say that on account of the large bearing surface on the ground, the steel tracks do not pack the soil, neither will the tracks slip or lose their grip when going through marsh or sand.

All gears on the machines are in dirt-proof cases and running in a bath of oil. The final drive is of the roller chain type. The transmission is mounted on Hyatt roller bearings. A combination splash and pump system lubricates the tractor.



A PART OF THE WHEEL TRACK

## Monarch Tractor Specifications.

Size of tractor	10-6	20-12	30-18
	"Lightfoot"	"Neverslip"	"Neverslip"
Drawbar pull	1100 lbs.	2200 lbs.	3300 lbs.
Motor	4 cylinder	4 cylinder	4 cylinder
Plowing speed	2 m. p. h.	2½ m. p. h.	2 m. p. h.
Weight	3200 lbs.	6260 lbs.	7400 lbs.
Height (without top)	53 inches	6 feet	6 ft. 3 in.
Width	42½ inches	5 ft. 4 in.	5 ft. 6 in.
Length	8 ft. 2 in.	9 ft. 6 in.	10 ft. 6 in.
Width creeper shoes	6 inches	12 inches	12 inches
Fuel capacity	10 gallons	20 gallons	25 gallons
Water capacity	6 gallons	10 gallons	12 gallons
Clearance	8 inches	16 inches	16 inches





## The Civil Rights Act Does Not Cancel Contracts

**R**EADERS hereof are familiar with the soldiers' and sailors' civil rights law, which is intended to prevent creditors from taking snap judgment against any man in the service. I discussed this new law in a recent article. Two letters on the subject have reached me during the week, which confirmed my own knowledge that the new law is being taken advantage of by some men in the service, who wish to use it as a means of enabling them to escape the payment of just debts. Some additional information on the subject seems to be needed:

### Letter No. 1.

Albany, N. Y.

We own a retail store property toward the outskirts of this city and about three months ago we rented it for one year to a young man who established a retail business there. He was within the draft age and was called sometime ago. Before he went he closed out his stock and told us to cancel his lease, as he was protected by the civil rights law. He also owed us an account of several hundred dollars, and also owes other wholesale houses. We should cheerfully cancel his lease from patriotic reasons, if it did not look as if he was using the service as a cloak to get out of business (which is reported to have been very unprofitable) without being liable for the lease and his debts. We would appreciate some data as to whether a man is protected in any such length.

J. R. Allen & Son.  
Letter No. 2.

Springfield, Ill.

Last summer we sent a salesman out through this territory to get orders for future delivery. He obtained orders, among others, from two retailers, each of whom bought heavily. Both of these men are about to enter the service, and both have cancelled their orders. Since we had made all arrangements to take care of this business, it means a loss, as owing to changes in the market, we cannot dispose of these goods elsewhere. The particular line which these two dealers carry is not in general demand. One of these buyers claims he is protected under the new National law preventing men in the service from being sued, and says he can cancel the order and we can do nothing. It is not as if he intended to close his business; the business in both cases is going on and will continue to do so. We hope you will advise us if the law cancels contracts.

E. P. Henshaw.

I've no doubt there have been thousands of other cases in which the

soldiers' and sailors' civil rights act has been used as an excuse for cancelling contracts, orders, etc. In some of these the debtor acted in good faith, mistakenly believing that the law allowed him protection, but in others it was plain trickery.

### Misuse of Act Not Allowed.

The soldiers' and sailors' civil rights act does not cancel contracts, orders or leases, and makes no effort to do so. Nobody is given by that law any right to cancel an obligation. The object of the law is merely to see that no man absent from home or business on the job of serving his country, and handicapped by his absence, shall be vexed or mulcted by lawsuits, even in cases of admitted debt. The law upholds the debt, and the contract, order or lease out of which the debt springs, but postpones the application of the remedy until the debtor is home again, able to defend himself.

The retailer who signed the lease is just as responsible for the balance of the term as if there were no war. But you can't sue him for it as readily. The merchant who gave the future order, if he repudiates it, will be held to precisely the same liability as

## What to Do If the Government Takes Your Goods

**A** few weeks ago I wrote an article on what to do when the Government took for its own use goods a private buyer had bought. This is happening all over the United States and is playing the dickens with buying contracts. The letter which I reproduce below is inspired by the article referred to:

Paterson, N. J.

I read with interest your article on cases where the Government takes goods which have been sold to other people. We have had several cases like that happen to us and we also know where they have happened to dealers in other lines. It seems as if the dealer ought to have some redress. He places an order for goods which is accepted and then goes out and sells against it, and then is notified that the Government has taken the goods and there is none for him. I have received information recently that there have been a lot of such transactions where the Government would not have taken the goods unless the manufacturer

always, but you can't enforce the liability as easily.

But the civil rights act does make an exception to the protection which it throws around men in the service, and that exception will be of use to a great many creditors. It is this: if being in the service, and away, does not interfere with the debtor's ability to pay, then the act does not protect him from paying and he can be sued and recovered from just as if he were home.

That exception is repeated four times in the law: "Unless the ability of the defendant to comply with the terms of the contract (or to pay the debt, or to pay his rent, or to conduct his defense) is not interfered with by reason of such service."

### Must Fulfil Contracts if Able.

For illustration, take the case of a man who owns a retail business. He is drafted, but others will carry on the business. Not only would he be liable for all the contracts, leases and orders he had made, but he could be sued and made to pay what was due on them, because his ability to pay is not interfered with by his absence in the service.

I know a man who used the civil rights law, or tried to use it, to get several months more time on a long list of personal debts, but he failed because he had a regular income from his mother's estate, which went on just the same after he entered the service as it did before. Therefore the service did not interfere with his ability to pay. Thousands of debts will have to lie dormant during the war, but they are just as valid as they ever were.

had solicited the order. In such cases it does not seem fair that the manufacturer should be able to get out of his contract in such a way. Would this make a difference in law, whether the manufacturer solicited the order or where the goods were simply seized by the Government? We have had a case in which we were put to a large loss, in which we bought goods we greatly needed, but where the firm that sold them to us said they could not deliver because the Government had taken the goods. A salesman told me that the Government had no intention of taking goods until the firm solicited the order.

M. C. M. & Co.

### Law Gives Buyer Protection.

Before discussing the letter let me say, in order to make the subject clear, that the substance of what was said in the former article was this, that where A has contracted to sell B certain merchandise, and before A has had a chance to deliver, the Government notifies A that it must have those



goods for war purposes, the deal with B is off, and B has no claim against A for violation of contract. This is the law whether the Government actually commandeers the goods in the manner provided by law, or makes a demand or request for them which, though not following the exact form of commandeering, is nevertheless peremptory, and therefore amounts to that.

But that is not the law at all if A goes to the Government and solicits and gets an order for the merchandise he has previously sold to B. In that case A is just as responsible for violation of contract as if A, after selling the goods to B, sold them again to C, another individual. Here is the law right on this point from a case just decided by the United States Court:

If before or after war was declared a party, A, entered into a contract with another party, B, to make and deliver to him goods, such as the Government requires for Army or Navy use, and after the passage of the acts of Congress the United States Government, being at war, came in and ordered or directed such party, A, to make goods of the nature and kind referred to for it, and compliance with such requirement of the Government required the entire output of the factory of such party thereafter, all it could reasonably produce, it was the duty of such party to comply with such Government order, and if compliance therewith made it impossible for

such party to comply with its contract with such other party, B, according to its terms and within the time specified, and B, on being notified of the inability to so perform, declared the contract ended, he cannot recover damages for non-performance by A. The same rule applies in case of a contract made after the enactment of such statutes; a state of war existing.

In such case or cases it is clear that, under the provision of the act of Congress referred to, performance by A within the time required by the contract was made impossible by the act and requirements of the United States Government profitable or patriotic to work for the Government than in the performance of its existing contract with B, voluntarily sought a contract with the Government and offered its services for compensation in the manufacture of such goods as the Government required and voluntarily entered into such a contract sought by it with the United States, the performance of which demanded and required its entire output, all it reasonably could produce, and party A, thereupon voluntarily declined or refused to proceed further in the performance of his contract with party B, he is not excused, and party B may recover or offset, and counterclaim his damages, if any. In such case non-performance is the result of his voluntary act or acts, not that of the Government, and he acts under no compulsion whatever.

#### May Claim Damages From Seller.

That is the law in a nutshell—if the seller, without action on his part, is

told by the Government he must deliver previously sold goods to it, nobody who had bought from such seller has a right to complain; but if the seller solicited the business from the Government and by getting it had made it impossible to fill his contracts with private buyers, then every one of those private buyers can recover damages for non-performance of contract. I have personally heard of a large number of cases in which private buyers of goods were thrown down by their seller, wholly or in part, on the plea that the Government had taken the goods, but in which the seller had deliberately gone in and got the Government to give them orders at a higher price than private buyers had agreed to pay. Every buyer put in his position should make it his business to learn just how the Government took the goods.

The Violette Tractor Co. has been incorporated under the laws of Delaware. Capital is \$2,000,000. Incorporators are M. M. Clancy, F. A. Armstrong and B. A. Spangler, all of Wilmington, Del. The charter carries power to manufacture tractors, engines and road machinery.

## The Sheldon Odorless Sanitary Closet

FASTEST SELLING ARTICLE IN AMERICA

THESE closets are selling by the thousands and you should have your share of this business.

A necessity for invalids. A comfort for all members of the family. A preventive against disease. Do away with the germ-breeding out-house. A trip to the out-house in unfavorable weather may CAUSE DEATH. A Sheldon Odorless Sanitary Closet may avoid it.

Will Retail for \$18.00

ORDER TODAY

Write for illustrated circulars and prices to

**A. V. NUTT**

1424 St. Louis Ave.

Kansas City, Mo.



## The Deming Line Brings to You

The *prestige* of forty years' leadership in the pump trade.

The *satisfaction* of selling "goods that won't come back"—and

An *opportunity* to make a quick turnover and a substantial profit.

# Deming

HAND AND POWER

## PUMPS

Are made in many different styles and sizes for every conceivable kind of pumping conditions. Complete information is given

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Salem, Ohio

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BOSTON—Chas. J. Jager Co., 15 Custom House Street.  
NEW ORLEANS—Stauffer, Eshleman & Co.  
Crane Co., Indianapolis, St. Louis, Spokane, Portland, San Francisco.



Fig. 166  
Open  
Top  
Lift  
Pump



## Oliver Tractor Disk Plows



Everyone who watches an Oliver tractor disk plow work in the field admires the straight furrows that this plow turns.

Good plowing in the most difficult soil conditions is a convincing demonstration that creates the right kind of an impression of the worth of a tractor disk plow. The fact that an Oliver tractor disk plow does this kind of plowing is a strong factor that goes a long way towards influencing any farmer as to the worth of this plow.

Strong construction, easy and positive operation, and the ability to work well with any standard make of tractor are features that create other good impressions and aid you in selling Oliver tractor disk plows.

Place your order for these plows now and buy more Liberty Bonds.

**Oliver Chille Plow Works**  
Plowmakers for the World  
Kansas City, Mo. Omaha, Neb.  
Dallas, Texas

## Automatic Straw Spreader Is Out

**A**N automatic straw spreader has been placed on the market by the Litchfield Mfg. Co., Waterloo, Ia., manufacturers of the Litchfield manure spreader. The machine handles the straw by means of an overhead conveyor which feeds the straw to the automatic distributor without manual assistance and gives, in net results, the same general distributing conditions obtained in spreading manure with an ordinary manure spreader.

The spreader uses a beater wheel the same as a manure spreader, but

loads in the field, the entire control being under the hand of the driver and close to his seat. The driver goes to the field with this spreader without the need of a fork. He simply drives his team so as to make each layer of straw match nicely against the previous layer, thus covering the ground with any desired thickness of evenly spread straw. This can be done, it is claimed, under quite difficult windy conditions.

One of the big problems has been the controlling of the straw to prevent



ONE MAN CAN OPERATE THE LITCHFIELD AUTOMATIC STRAW SPREADER

obtains its results in a different manner. The straw is fed from the top of the load to this beater wheel and is held there in a position so that it is gradually and evenly fed to the ground. Any unusual or extraordinary surplus that comes to the beater wheel by reason of the bunching of the straw in the load, is automatically carried back to the load again.

The spreader is capable of being handled and operated by only one man. In fact, it is strictly a one-man machine, just the same as an ordinary manure spreader. It is easily loaded by one man and it automatically un-

bunching and to get it down onto the ground where it is desired, without interference from the wind. Many other problems have been encountered such as automatic feeding, low construction which will permit of easy loading by one man, strength, lightness of draft, etc., etc., all of which the Litchfield company has attempted to work out.

This spreader will handle about the same amount of straw as goes on the ordinary rack, and when the straw is once placed in the rack, the unloading and the distributing is absolutely automatic, spreading a carpet of straw



# MYERS

## GLASS VALVE SEAT

# PUMPS

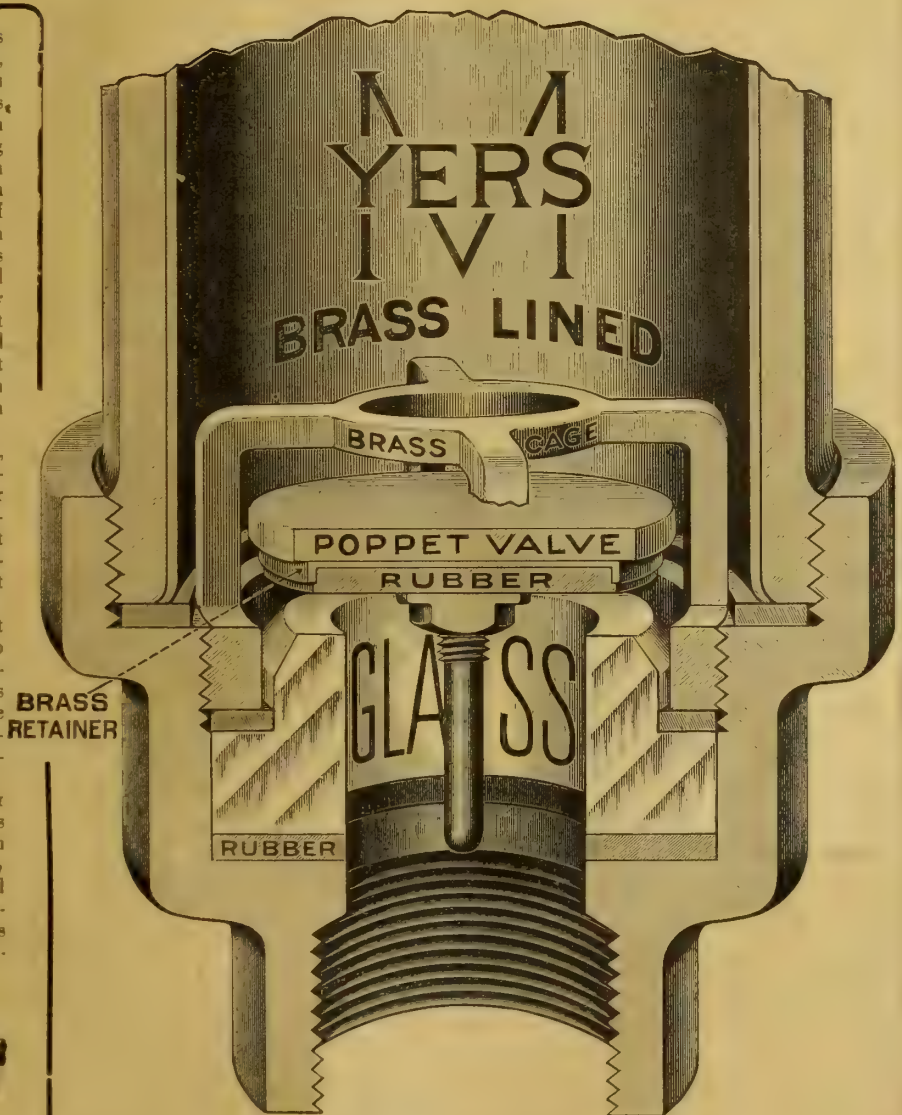
The picture shows the new Myers Glass Valve Seat as now used on Myers Well, House and Cistern Pumps. When you examine this illustration closely, which is an exact X-ray view of the valve itself with a short section of the cylinder showing above, you will discover that here is a valve of real practical worth. One with many desirable features from any point of view. A valve with more than the mission of the ordinary valve. A valve that does not throw off any vitrous substance, will not rust or corrode, is not affected by highly mineralized water, does not cut away through continuous sand action, and above all, a valve with life, for through not doing these things, it tends to lengthen the service of the leathers by keeping them soft and pliable.

Besides, this Glass Seat, a tough fibre, highly pressed product, is so laced, cushioned and protected by rubber and leather cushions and through the special arrangement of the cage and poppet valve, that the possibility of damage by rough handling or other causes is eliminated almost entirely.

Then, note particularly the new Poppet Valve. Improved with a Brass Retainer so that it cannot cock or be kept from seating. Rubber Valve is enclosed in Brass Retainer keeping it uniform as to shape and preventing its spreading which permits free movement of valve almost indefinitely.

When you have told your customer about this and the many other features found on Myers Pumps, you have as much as sold the pump, for nowhere on any line of pumps will be found more practical and successful improvements in pump construction than the Myers Patent Glass Valve Seat, the Myers Cog Gear Head, Adjustable Base and other features.

*Catalog on request.*



## F. E. MYERS & BRO.

### ASHLAND, OHIO

Manufacturers of  
Farm Operating Equipment

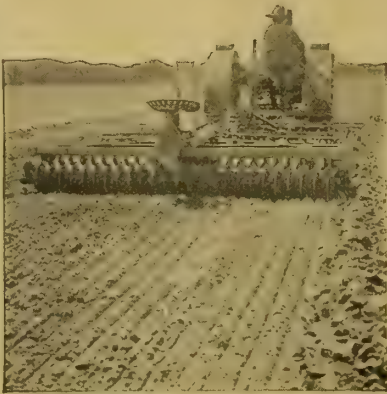


# DUNHAM

## CULTI-PACKER

TRADE MARK REG.

### Saves Moisture



The Culti-Packer will save a large part of the crops lost or set back every year on account of dry weather.

After plowing in dry weather immediate use of the Culti-Packer mulches the surface, firms out the air spaces under and between furrows and prevents wind and sun from drying out the soil.

After seeding and after the crops are up the Culti-Packer firms the soil underneath at the same time stirring the top, making a firm moisture retaining seed bed.

Show your farmers how to fight dry weather with a Culti-Packer.

## The Dunham Co.

CLEVELAND, OHIO

Factories at Berea, Ohio

seven to eight feet wide, at any thickness desired. The overhead conveyor adjusts itself to loading position as the machine drives back to the stack after being emptied.

The company is building but a limited number of these machines this year and is placing them in those districts where their introduction will insure the largest future volume of business. They are put out under the same guarantee as the Litchfield manure spreader.

The machine is mounted on four wheels. The width of the tread is 7 ft. 10 in., same in front and rear. The front wheels are mounted on pivot axles, same as an automobile wheel, doing away with the possibility of the load tipping, and making it run light and free without any tongue whip.

All work, that is the driving of the beater wheel and the conveyor, is evenly divided between the two rear wheels. All construction is declared made to stand up to long service. The machine can be driven on side hills or in bad places, and it is declared practically impossible to tip it over.

The conveyor is hinged at a point near the beater wheel and swings gradually down to the bottom of the rack as the load is removed. The feed is automatic and the conveyor is regulated to meet the varying conditions as it swings downward. A load of straw is lighter and thinner on top and becomes more dense at the bottom. The conveyor is speeded to meet these conditions so as to give even and regular distribution. It automatically raises to a perpendicular position after the spreader is unloaded and while returning for another load.

This spreader is built of wood and steel, with the view of the greatest stability and general durability.

### Organize Sprayer Department.

At a meeting of sprayer manufacturers held at Detroit, Mich., Oct. 7, those concerns present which held membership in the National Implement and Vehicle Association perfected the organization of a sprayer department within the Association. This department is made up largely of members of the National Association of Sprayer Manufacturers.

The officers of the newly organized Sprayer Department are: President, H. S. Chapman, Field Force Pump Co., Elmira, N. Y.; vice-president, H. H. Hardie, Hardie Mfg. Co., Hudson, Mich.; secretary-treasurer, E. J. Seiber, Rochester Spray Pump Co., Rochester, N. Y. The foregoing and H. D. Hudson, Hudson Mfg. Co., Minneapolis, Minn., and R. W. E. Hayes, Hayes Pump & Planter Co.,

Galva, Ill., constitute the executive committee.

The sprayer manufacturers made recommendations for eliminations in the sizes and styles of sprayers now being made and will file their report with the Conservation Division, War Industries Board. If the recommendations of the manufacturers are passed upon favorably by the officials at Washington, the sprayer line will be affected to the extent of from 40 percent to 60 percent. The report will be filed at Washington through the National Implement and Vehicle Association.

### A. T. A. Formed in Chicago.

Thirty-three tractor and tractor equipment manufacturers met in Chicago at the Hotel LaSalle Oct. 9 and organized the American Tractor Association with the following officers:

B. F. Sprankle, general manager of the Illinois Tractor Co., Bloomington, Ill., president; W. N. Smith, Monarch Tractor Co., Watertown, Wis., vice-president; Henry Farrington, Agrimotor, Chicago, secretary; John D. Foote, Foote Bros. Gear & Machine Co., Chicago, treasurer.

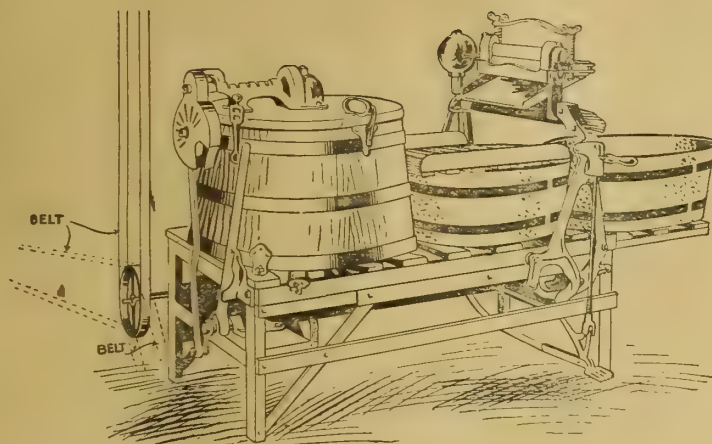
According to statements made, it is the object of the new body to serve the interests of the "entire" tractor industry. It will also attempt to secure concessions with regard to the Government ruling which restricts the material allotted to tractor manufacturers, particularly those whose annual production is under fifty machines.

The executive board is composed of: C. B. Stebbins, Climax Engineering Co., Clinton, Ia.; J. R. Manning, Coleman Tractor Co., Kansas City; Edward Cole, Cole Tractor Co., Cleveland; W. A. Carrell, Erd Motor Co., Saginaw, Mich.; J. C. Westmont, Wisconsin Farm Tractor Co., Sauk City, Wis.; Leonard Nilson, Nilson Tractor Co., Minneapolis; R. Florian, Square Turn Tractor Co., Norfolk, Neb.; R. T. Evans, Evans Mfg. Co., Hudson, O.; L. M. Turner, Turner Mfg. Co., Port Washington, Wis.

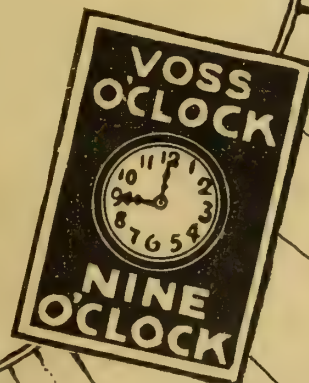
### American Company Bankrupt.

An involuntary petition in bankruptcy has been filed against the American Tractor Corporation, Peoria, Ill., by three firms for claims totaling less than \$600. The company was organized two years ago in Chicago, and later moved to Peoria. In 1918 it was incorporated under the laws of Virginia with a capital stock of \$1,000,000. A. E. Rosenthal was at first president and general manager, but was succeeded by Dr. E. E. Golder as president.





# Voss- Washers



The VOSS Washer above shown is designed to meet the requirements for Platform equipment suitable for use where space is an important consideration. It takes up less space than any other machine of this type, yet provides all the facilities required of a platform washer. The main platform is large enough for an extra tub while the extension tray, which slides under the bench, accommodates another. An extra clothes tray is also furnished with this washer. This machine has the advantages of the exclusive Voss Double Controlled, movable and reversible wringer. It is regularly furnished with Voss Peg Dasher. The illustration shows the vacuum dasher.

GET DETAILS OF THE COMPLETE VOSS LINE

**VOSS BROTHERS MFG. CO. :: Davenport, Iowa**





## Great Dealer Opportunity Open to You

**O**UR co-operative plan gives sales assistance in the way that benefits you most. Our advertising reaches the right people in the right way. We attract motor owners to your store.

**En-ar-co  
National Motor Oil**

**En-ar-co  
Motor Grease**

En-ar-co products are lubricants of utmost satisfaction. Tractors, Automobiles, Trucks, Motor Boats, Gas Engines and Aeroplanes give better service and last longer when lubricated with En-ar-co products.

### Write Us Today

Fill out and send in the coupon today. Learn about our special advertising offer featuring the FREE En-ar-co Handy Oil Can. You'll find it to your advantage to investigate. But do it now.

**The National  
Refining Co.**

Branch Offices in  
77 Cities

General Offices:  
1684 Rose Bldg.  
Cleveland,  
Ohio

**SENT  
FREE**

The  
National  
Refining  
Co.,  
1684 Rose  
Building,  
Cleveland,  
Ohio.

Please send me sample Handy Oil Can, detailed information about En-ar-co lubricants and complete proposition to dealers.

Name .....  
Business .....  
Address .....  
City .....  
State .....

## RETAIL "CONGRESS" MEETS IN CHICAGO

(Continued from page 21)

born in Sweden, Mr. Tunberg declared his unalloyed Americanism and told of his grandson, a six-footer, now serving in France as a sergeant at the remarkable age of thirteen. The lad made three attempts to enlist before he was successful.

The convention was then declared adjourned.

### Special Committee Appointed.

After adjournment of the Federation convention, a meeting of the official board was called. Secretary Herbert J. Hodge was re-elected secretary. At the request of the "Implement Administrator," Junius F. Cook, the board appointed a special committee to co-operate with the Farm Implements Committee of the War Industries Board. T. J. Turley, W. L. Derry and H. J. Hodge were made members of the committee. It will be consulted in the formation of the rulings arrived at by the Federal control of the industry.

## ROAD HAULING WITH A TRACTOR

(Continued from page 16)

greatest grade encountered during the haul while in field work, if there are grades in the field, they are being met a large proportion of the time and the reduction of a load does not decrease the economy as noticeably as would be the case for road hauling.

"We have a large number of tractors which are being used almost exclusively for draying or hauling work in various parts of the United States, and we have very pleasing reports from many of them. But most of this work is being done on soft roads and not average farm conditions. Furthermore, if a farmer is using tractor power almost exclusively on the farm there is no question but what the tractor can be used for emergency hauling much more economically than to keep horses for this purpose. But on the other hand, as stated above, as a road machine they should have special equipment."

Such a marked divergence of opinion as is evidenced by the two preceding statements of two engineers of equally prominent companies was not found to be true in comparing the "for" and "against" votes of all of those interviewed with regard to the subject. The instances cited of where tractors are proving themselves of value in road hauling alone make a most interesting study.

Editor's Note.—This is the first of two articles which Mr. Platt has secured giv-

ing the views of manufacturers relative to the value of the tractor in road hauling. The second article will appear in the next issue of the Implement & Tractor Trade Journal.

## NEED OF SAVING GASOLINE ON THE FARM

(Continued from page 22)

prevent evaporation. An open container attracts dirt, insects and trash, which results in great waste when using the last few gallons.

Strict supervision over farm motors is as necessary as over automobile motors. The country is badly in need of gasoline and oil for military uses. The war demands for gasoline alone are nearly a million gallons a day. These must be met. Farmers can fulfil a patriotic duty, besides putting more money in their own pockets, by observing the slogan, "Stop the leaks and save the drops."

### Promoted to General Manager.

Glanville Hart has been promoted to be general manager of the Samson Sieve-Grip Tractor Co., Stockton, Cal., division of the General Motors Corporation. He succeeds J. M. Kroyer, designer of the Sieve-Grip, who has resigned to attend to his business interests.

Mr. Hart joined the Samson Iron Works in February, 1915, as special representative for the territory including Oregon, Washington, Idaho, Utah, Nevada, Arizona, New Mexico and Texas. In November he was placed in charge of service and sales for a large part of the California trade.

### Ashland Was Honor County.

Ashland County, Ohio, was the first of the 28 counties in the Cleveland area to go over the top in the Liberty Loan campaign, and will have the privilege of naming one of the ten ships now being built by the Government. A telegram of congratulation was sent by Central Chairman D. C. Wills of Cleveland to F. E. Myers, president of F. E. Myers and Bro., Ashland, who was chairman of the Liberty Loan campaign in the county.

### Takes Position in Hoisington.

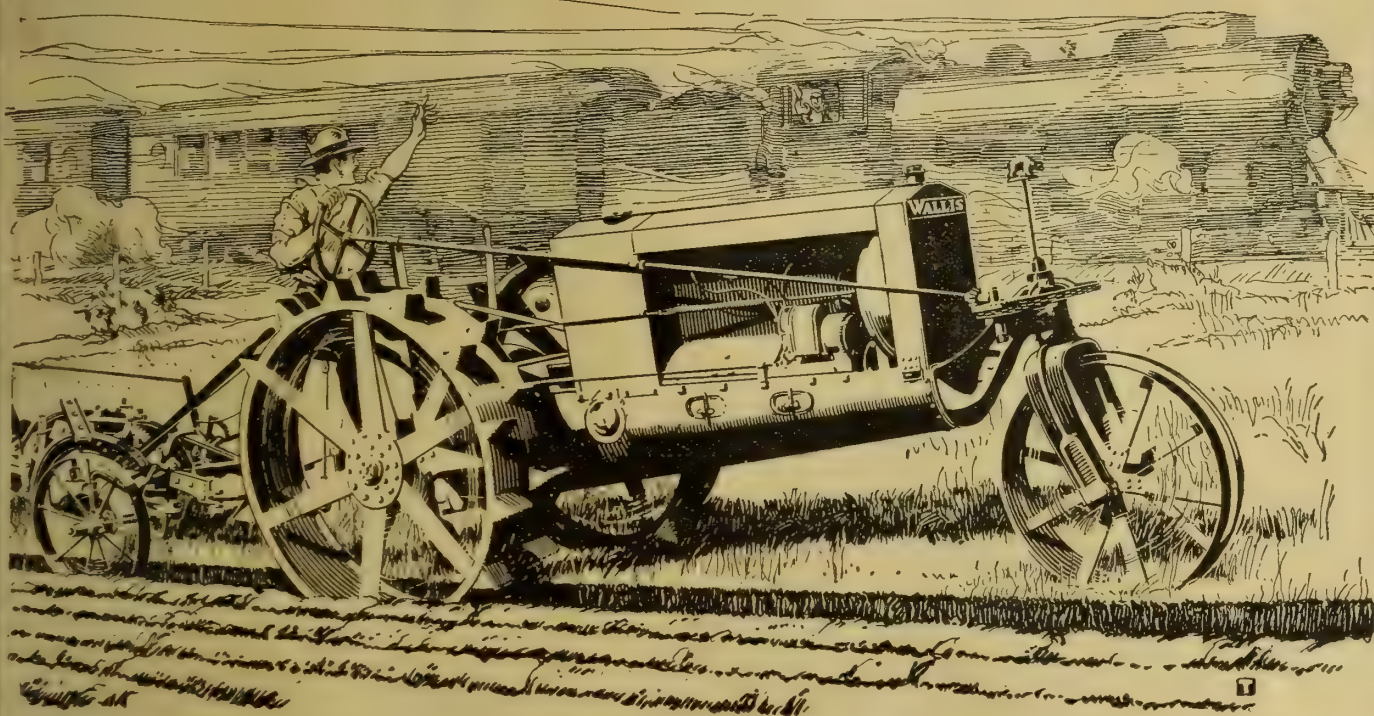
John Showalter has resigned his position as traveling salesman with the International Harvester Co. and has accepted a position with the George Nuss Hardware and Implement firm at Hoisington, Kan.

C. J. Booze of Sullivan, Ill., has been added to the sales force of the Cushman Motor Works, Lincoln, Neb.



# WALLIS

*America's Foremost Tractor*



## The Tractor Market is Growing!

Never in the history of tractors has there been such a tractor-selling opportunity as offered to-day. War conditions have forced the farmer to see that horses are obsolete.

The present tractor demand is greater than the supply. The demand will become greater each year. For the service it is giving during these war years will establish the tractor permanently as the most essential of all farm machines.

The dealer who secures a Wallis agency now will be building the foundation for a business that will undoubtedly occupy the topmost position in farm equipment.

Like the automobile the tractor will bring fortunes to many—and most surely to the “early bird.”

The Wallis offers an unlimited opportunity.

It is the farmers' choice because it is the first tractor that successfully meets the farmers' demand for light weight, great power and extreme durability.

This advanced type Wallis tractor, due to simplified design, saves 1,000 to 5,000 lbs. of needless weight. The power thus released is delivered at the draw bar. This means an increase of 30% to 50% more power from each gallon of fuel.

The Wallis costs less “per acre plowed” and “per year of service.”

We are telling these and other important Wallis facts to farmers through a big advertising campaign. A few more good dealers are wanted. Write for our interesting proposition and portfolio describing our 1919 advertising plans.

## J. I. CASE PLOW WORKS

Sales Agents for Wallis Tractors

126 West Water Street

RACINE, WISCONSIN

### BRANCHES:

Dallas, Texas  
Omaha, Nebr.  
Denver, Colo.

Oklahoma City, Okla.  
Minneapolis, Minn.  
Indianapolis, Ind.

Kansas City, Mo.  
St. Louis, Mo.  
Washington, D. C.





## IMPLEMENT ADMINISTRATOR DELIVERS MESSAGE

(Continued from page 25)

have up-to-date catalogs for the machine which they sell. They do no advertising and maintain no office or establishment of any kind for carrying on the business of handling farm machinery. Many of these men have little knowledge of business or the cost of carrying on same. As they have practically no overhead charge, they are usually willing to sell machines at comparatively slight advance over the cost to them.

### As for the Merchant Class.

Another rather distinct class of implement dealers is that composed of

business men who have taken the agency for a full line of farm equipment and spare parts and endeavor to handle it on a strictly business basis, the same as they have been accustomed to handling other lines of business. Such dealers attempt to give service to the farmers, not only in setting up the machines, and giving instructions in their care and operation, but by sending a competent man to help out in any trouble encountered in the operation of the machines. They also carry a full line of repair parts so as to eliminate delays from breakdowns to as great an extent as possible.

These dealers usually do considerable advertising and attempt to carry on the business in the same aggressive manner as they would devote to any other line. Business experience will usually lead them to demand cash or establish a safe

and satisfactory credit system and to charge a price that will allow them a profit after taking care of the overhead expenses. Under these conditions, it is not unnatural to find that the prices of such concerns are frequently higher than those of the other classes of dealers mentioned, unless a very considerable volume of business is handled. The formation of a large volume of business in permitting a reduction in the retail price is, of course, one reason why dealers of this class endeavor to handle as large a volume as possible.

The dealer in this class is the type of business man who orders stock far enough in advance so as to be reasonably certain of having the material available in proper season. He attempts to keep in as close touch as possible with his trade and to foresee, to a great extent, the demand for the various items which he carries. This, of course, necessitates having considerable capital invested during several months each year, and, if because of crop failure, keen competition or any other cause, he is unable to sell the stock of machines which he has purchased, the goods must necessarily be carried over for another year. It is this type of dealer, more than any other, which is affected to the greatest extent by fluctuation in the wholesale price of equipment.

### A Pertinent Question.

By the examples which have been cited, there are numerous gradations in the classes of implement dealers, so that in considering any subject involving the distribution of farm implements, the question of "What Is an Implement Dealer?" seems quite pertinent.

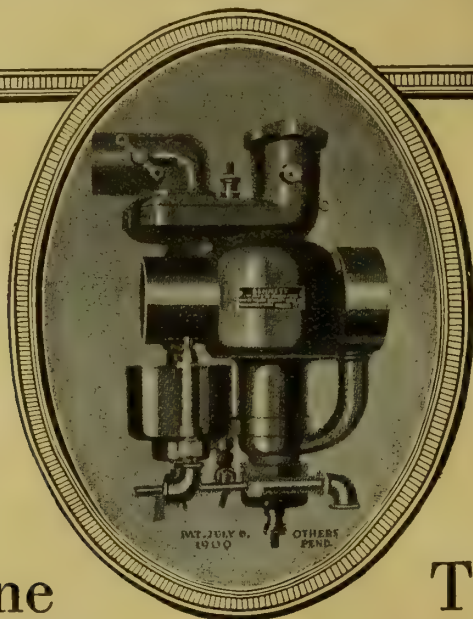
The mail-order houses seem to be doing a certain amount of business with the farmers, and I have heard them spoken well of by some farmers. It seems obvious that, if their business is increasing and their customers stick to them, they are filling a need that is not taken care of by the regular dealers.

There is also some criticism that farmers cannot get the make of machine they want at times and that this leads to small agencies being given to farmers and others. The automobile agents are also taking up farm equipment agencies in some districts, so that evidently there will be a plentiful supply of salesmen. The question of spare parts is an important one, and the farmers should order as far ahead as possible to help out during the war. The keeping by the dealer of an adequate supply of repair parts is an important feature of a well conducted agency and a careful study of this business is necessary.

### Sound Information Wanted.

The farm equipment control office has only existed as such for a few months. It is using all the agencies of the Department of Agriculture at Washington and also has the benefit of the extension directors and county agents throughout the country.

We are working in cooperation with the Federal Trade Commission with regard to costs and prices; with the Capital Issues Commission regarding the issue of capital for farm equipment purposes; also with the War Industries Board, the Council of National Defense, the War Trade Board and the Food Ad-



## Kerosene Tractors Require Kerosene Carburetors

A tractor manufacturer added a kerosene device to his gasoline tractor and called it a kerosene tractor. After his service man drove it a few miles, something went wrong. He found that so much raw kerosene had worked past the pistons that the lubricating oil had become diluted and two bearings had burned out before he knew it.

The manufacturer had failed to take into account the difference between gasoline and kerosene. The kerosene tractor requires a kerosene engine and a KEROSENE CARBURETOR. No double-barreled makeshift will do.

The Bennett Kerosene Carburetor is the standard kerosene carburetor. Tractors using it have plowed from 6:30 in the morning to 5:30 in the evening without a particle of kerosene cutting the lubricating oil. For seven years, the tractors equipped with the Bennett Kerosene Carburetor have been the leaders of the kerosene field.

**Bennett Carburetor Air Cleaner**  
ONE tractor manufacturer has just ordered more than 20,000 Bennett Carburetor Air Cleaners. He realizes that the life and reputation of his tractors depend upon keeping dust and dirt out of them. Write for information.

**WILCOX-BENNETT CARBURETOR CO.**  
Specialists in Kerosene Carburetors  
*Minneapolis*

**Bennett** KEROSENE  
CARBURETOR





## Prove Glidden By Tests of Your Own

We'll gladly furnish the goods and help as much as you like.

All we want is a chance to let you prove Glidden quality by tests you make yourself.

Tell us just what your problems are. Let our service man make a study of the conditions surrounding your finishing. Then we'll gladly prepare sample batches of the right finish for your particular work.

Lets talk it over. A letter tonight will bring a Glidden salesman quickly.

### THE GLIDDEN COMPANY

Manufacturers of Glidden Quality Implement Varnishes, Pale Indian Dipping Coach, Pale Indian Brushing Coach, Wagon Box Varnish, Indian Paint Oil, Etc.

Cleveland, Ohio

Factories:  
Cleveland—Toronto  
San Francisco

Branches:  
New York—Chicago—London  
Kansas City



# GLIDDEN

## Industrial Finishes



ministration, as well as the hundred and one other controls. On the other hand, we have conferred frequently with your association, the National Implement and Vehicle Association, the eastern dealers and many others to keep as closely in touch with the actual requirements as possible. We welcome all the information anyone interested can give us, but we do want it sound and substantial and to the point.

### Gets An Empire Managership.

C. A. Nelson has been promoted to the position of manager of the order department of the Denver branch of the Empire Cream Separator Co. He has been traveling representative of the company in the northwestern Pacific states for three years.

### Appointed Lehr Receiver.

Henry W. Sehler has been appointed receiver of the Lehr Agricultural Co., Fremont, O. He takes the place of his father, John Sehler, who died recently.

## LIMITATION OF MATERIALS CONTINUES

(Continued from page 23)

engaged upon war material directly, are having trouble getting any material whatever. Sheet mills which supply stampers with their raw material, are having their activities cut down so they are operating around 35 to 40 percent of capacity, and tin plate mills also are curtailed to 70 percent. Cold steel output is small comparatively.

**Nuts, Bolts and Rivets**—Heavy demand from all users of nuts and bolts soon will be added to by demands from the Government for two large orders which will run to about a million or more bolts. Most makers as it is now are unable to entertain new business and much of it is being turned away. Part of an inquiry for 15,000 tons of rivets for the Hog Island ship yards has been distributed among seven makers and the remainder will be distributed shortly. Makers of bar iron are asking users to classify all orders placed prior to June 30, otherwise they will get the lowest priority.

**Steel Bars**—The steel trade generally has been apprised finally of the concession of \$5 a ton to agricultural implement makers and the change has gone into

effect. However, makers of implement specialties so-called have not changed their quotations, such as on plow slabs, which still are quoted at \$4 per 100 lbs.

**Brass Products**—Definite control of the brass trade likely will be taken before the end of the year by the Government. Notice has been received by the brass rolling mills that they can take no business in sheets or rods without permission of the War Industries Board. Tubes already had been placed in this category. Brass rolling mills have been trying to increase their output, but shortage of labor has limited their production to probably 60 percent of estimated capacity. The heaviest trade demand is for copper and brass tubes, but no shipments can be made except with a priority certificate. Exporters are doing only odds and ends of business.

**Linseed Oil**—While linseed oil had dropped 5 cents a gallon in small lot prices about a week ago, yet the price went right back up a few days ago and remained unchanged at \$2 for 1 to 4-bbl. lots and \$1.99 for 5 to 19-bbl. lots. Oil meal, despite the easier tone of the grain market, remained strong and up to \$59.

Turpentine dropped one cent a gallon in the week to 57½ cents a gallon at Savannah.



### Barn Door Hangers

We have the Cannon Ball line—widely advertised and absolutely guaranteed in every way. Can be used on any kind of a door.

Send us your mail orders.

# STOWE

KANSAS CITY



You will eventually support the one house that does business in the right way.

WHY NOT TAKE ADVANTAGE OF OUR SERVICE NOW?

We are Equipped to Satisfy your most Exacting Requirements

THE  
**FAETH IRON CO.**  
KANSAS CITY, MO.



### Steel for Service

Farmers as a class are shrewd and careful buyers and if the make of tractor they buy gives satisfaction, they will stick to it and recommend it to their neighbors.

Gears cut from

### Carnegie Rolled Steel Blanks

and built into tractors help insure real tractor satisfaction. They wear three to seven times as long as cast steel gears, and if properly treated, they never break.

Gears cut from Carnegie Rolled Steel Blanks will make good for you

## Carnegie Steel Company

General Offices: Pittsburgh, Pa.

1012

## Tell Your Wants Thru The Classified Section

Make your proposition known by personal message to the farm equipment trade. Someone will buy what you want to sell; will trade with you; will offer what you desire to purchase. It's the shortest cut to the men who have positions open and the easiest way to locate efficient help.

Only 2c per word.

**Implement & Tractor  
Trade Journal**





## Why Chain Drive on Tractors Instead of Gears?

**B**ECAUSE it more efficiently delivers the power to the driving wheels.

Because, with chain, more of the teeth are exerting a driving power.

Because, should a chain link break under undue strain, a new link can be easily and quickly inserted. The repair can be made anywhere, for extra links are carried in the tool box.

There's no appreciable loss of tractor service. No waiting for repairs as is the case when the gears of gear driven tractors break.

The farmer appreciates the advantages of chain drives. The dealer finds it easier to make the sale. And the manufacturer gains greater consumer and dealer good will, because of the increased efficiency of his tractor, and the ease with which repairs can be made.

Write us if you would like to discuss this subject of chain drives with our engineers. Ask for Book No. 359

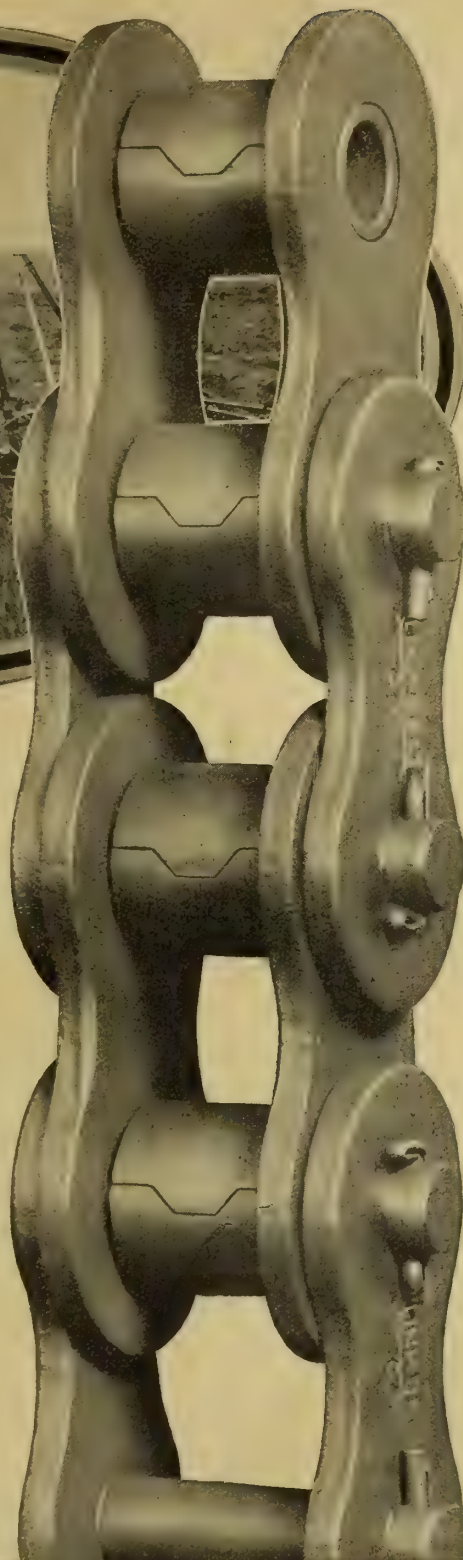
### LINK-BELT COMPANY

(178)

**PHILADELPHIA**  
New York - 299 Broadway  
Boston - 45 Federal St.  
Pittsburgh - 1501 Park Bldg.  
St. Louis, Central Nat'l Bank Bldg.  
Buffalo - 496 Ellicott Square  
Wilkes-Barre - 2d Nat'l Bank Bldg.  
Cleveland - 429 Rockefeller Bldg.

**CHICAGO**  
Detroit - 732 Dime Bank Bldg.  
Minneapolis - 418 S. Third St.  
Kansas City, Mo., 206 Elmhurst Bldg.  
Seattle - 576 First Ave., S.  
Portland, Ore., First and Stark Sts.  
San Francisco - 582 Market St.  
Los Angeles, 161 N. Los Angeles St.

**INDIANAPOLIS**  
Toronto, Can. - Canadian Link-Belt Co., Ltd.  
Denver - Lindrooth, Shubart & Co., Boston Bldg.  
Louisville, Ky. - Frederick Wehle, Starks Bldg.  
Birmingham - John F. Darrah, 751 Brown-Marx Bldg.  
New Orleans - C. O. Hinz, Hibernia Bank Bldg.  
Charlotte, N. C. - J. S. Cothran, Com'l Bank Bldg.



# LINK-BELT ROLLER CHAIN





## Expect Big Wheat Season

### Rains Prepare Ground for More Plowing and Wheat Seeding.

Omaha and Council Bluffs, Oct. 18.—Implement dealers coming in from various parts of Nebraska and South Dakota report rains in their sections of the state and the general feeling is that at last enough rain has come to start the wheat which was already sown. The only fear now expressed is that the rains may not continue long enough. In that case, farmers are saying the wheat already in the ground would now sprout and then dry up and be killed.

The rain of these two days extended all over Nebraska, into Colorado, Wyoming and even as far down as Texas, according to the weather reports here.

To the implement men it means that a vast acreage of winter wheat will yet be sown this fall. It means also that fall plowing will be generally begun wherever the rain saturated the ground deeply enough to make a plow scour. So thoroughly has the ground been dried out, though, by the long drouth that the general opinion is it will take a week or two of good rains to penetrate to the depth that should be reached to put the ground in good shape.

### Changes in Challenge Co.

D. A. Beatty, formerly of the Korsmeier Co., Lincoln, Neb., has taken a position with the Challenge Co. to travel the South Platte country, with headquarters in Lincoln. He succeeds E. C. Eiker, who has been transferred to a territory out of the Kansas City branch.

### King & Hamilton Co. Buys.

The King & Hamilton Co. has purchased the ground and building formerly occupied by the old Pioneer Implement Co., Council Bluffs, Ia. A fine new building for the Council Bluffs branch is in prospect after the war. The property is at Sixth street and Tenth avenue.

E. R. Claus, secretary and treasurer of the King & Hamilton Co., and E. A. Gilmore, superintendent, were in Council Bluffs to close the negotiations.

A good demand for pumps, windmills, tanks, and the general water line is reported this fall.

Fairbanks, Morse & Co., has entered the University of Nebraska special technical training course for army service.

C. P. Hobler, general manager of the Appleton Mfg. Co., Batavia, Ill., visited the Omaha branch Saturday, Oct. 12.

Roy T. Work, engine erector with F. R. Marshall has taken an Iowa territory for the Appleton Mfg. Co., succeeding Frank Fitzpatrick, resigned.

Mr. Anderson of the Anderson Mfg. Co., Minnesota Transfer, Minn., was in Omaha visiting the jobbers last week.

C. C. Neff, manager of the New Idea Spreader Company in Omaha, made a trip to Lexington and Central City, Neb., last week.

V. A. Johnson of the T. G. Northwall Co. made a trip to Rock Island, Ill., last week to visit his daughter, who is attending college there.

J. W. Burgess, treasurer of the Dempster Mill Mfg. Co., Beatrice, Neb., came to Omaha Oct. 1 and entered Clarkson hospital for treatment.

N. J. Hasselbach, repair man for the Avery Co., has entered the army service in the technical training school at the University of Nebraska.

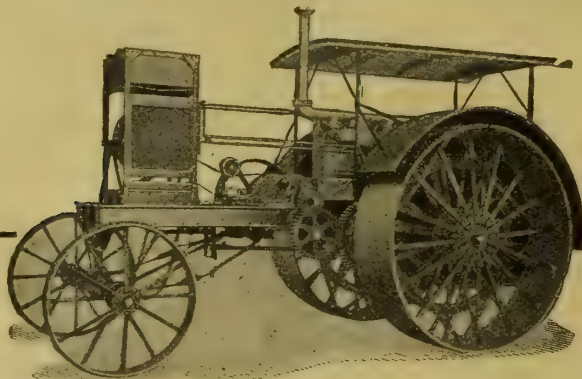
L. W. Smith, formerly the Hastings, Neb., block man for the International Harvester Co., has taken a position with the T. G. Northwall Co., and will cover

Miss Frances Anderson, head stenographer with the Acme Harvesting Machine Co., has gone to Washington, D. C., to accept a position in Government work.

W. R. Lumry, general manager of the Associated Manufacturers Co., Waterloo, Ia., stopped off at the local branch of the company in Omaha, while going through the city last week.

Hans J. Sorenson, dealer from Hartington, Neb., was in Omaha among the implement men during last week. He was accompanied by his soldier son, who is a member of the quartermaster's corps.

Miss Florence Rahm, daughter of J. B. Rahm, vice president and general manager of the U. S. Supply Company, was married Tuesday evening of last week to Lieutenant Loomis, son of N. H. Loomis, general attorney for the Union Pacific Railway. Lieutenant Loomis is stationed at the Fort Omaha balloon school.



## Make the Sale of Each Tractor Help You Sell Another

IT is needless to point out to progressive dealers the advantages of handling a tractor that stays sold. You know its advantages. You know it means a growing business.

Hundreds of farmers all over the country voluntarily express their appreciation of Flour City Kerosene Tractors. They tell other farmers, they tell us, and they tell the dealers.

There is no greater asset for any dealer than pleased customers. It is a Flour City policy to not only build superior tractors, but to be of service to the customer after he buys. It is the beginning, we feel, of a continued business relation.

We urge dealers everywhere to show farmers the advantages of Flour City Kerosene Tractors from the angle of continued service, fewest repairs, and greatest usefulness.

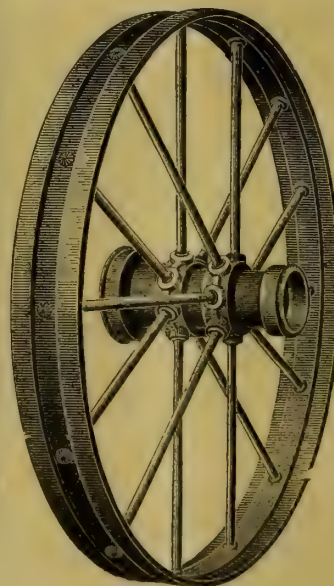
Catalog furnished upon request, covering our five sizes, from 12 to 40 H. P., at the draw bar.

**KINNARD & SONS MFG. CO.**

823 44th Avenue No.

Minneapolis, Minn.

## HAVANA WHEELS They Carry the Load



Metal Wheels of  
All Kinds to Suit  
Customer's  
Requirements

**Havana Metal Wheel Co.**

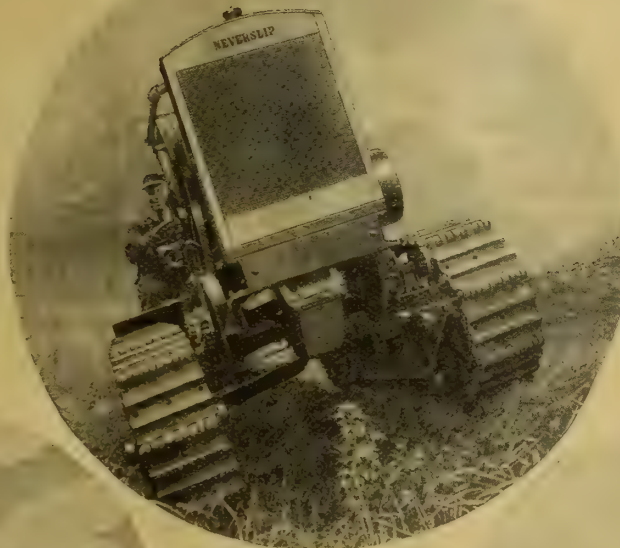
HAVANA, ILL.



# Neverslip & Lightfoot MONARCH TRACTORS

## Three Models

"Lightfoot" 10-6  
"Neverslip" 20-12  
"Neverslip" 30-18



## Draw Bar Pull

1100 Pounds  
2200 Pounds  
3300 Pounds



## In Times of War Prepare for Peace

Along with other good news from the fighting front comes the good news



that Monarch Tractor construction is doing its part in winning the war.

This is good news for you—not only good fighting news, but your proof of Monarch value and performance in hard work. For three years the bulk of Monarch Tractors has gone to our Allies.

## Farm Crops Must Be Doubled

Backing up the fighting men are the farm men—raising bigger crops—tilling more acres. Monarch tractors are working for hundreds of farmers now—building better roads at lower cost—doing fall plowing and all other farm work. Spring plowing will soon be here. Monarch tractors will be ready to go to farmers with smoother operation—greater earning ability than any other tractor.

## Monarch Perfected Endless Belt Drive

The endless belt drive tractor is the practical tractor. Monarch Endless Belt Drive is practically indestructible. Where round wheel tractors stall or get mired, Monarch tractors keep going, delivering full draw bar pull, treading lighter than a man per square inch of ground, pulling all types of farm implements.

The full power of the motor is always delivered to the draw bar as full working power.

BUY LIBERTY BONDS

**HATHAWAY MOTOR COMPANY**

Kansas City, Mo. Southwest Distributors.

**MONARCH TRACTOR CO., Watertown, Wis.**



## Dealers! Make Plans Now

Following the rousing times of war will come the piping times of peace. Prepare for them—get our proposition. We will deliver all we can—it should be enough to build the right kind of foundation for After-The-War Super-Demand.

Monarch tractor gives you the best looking creeper type tractor on the market. It gives you the tractor with the highest and best drive system.

Three sizes—the 10-6 for small farms; the 20-12 for larger farms; the 30-18 for the hardest tractor work, gives you a complete line to reach any prospect. The prices are right for you to make easy sales and good profits. Our terms to dealers are right. Our proposition to you is open now. Act before it is too late.



## MINNEAPOLIS



## Realize Supply Is Short

### Dealers Hurry Their Spring Orders in View of Restricted Output.

Minneapolis, Minn., Oct. 17.—The probability of a shortage of goods for next season has had a stimulating effect upon advance orders for spring, and contracts are now being written up freely for next spring delivery. Doubtless the announcement which has just been made that the steel supply for the manufacture of farm machinery is to be cut 25 percent will still further stimulate business. Already jobbers are realizing that the question which they will have to face next season will be not one of selling but one of getting the goods. The past season had some difficulties in that direction, but nothing compared with the prospects for the next season.

The requirements of machinery of every sort are increasing. The supply of labor on the farm as everywhere else has been cut down sharply, and it must be made up as far as possible by resorting to machinery. Retailers are having this fact thrust upon them in the inquiries and requests for various machines which will replace human labor.

Fall collections continue to be reported unusually good on the whole. There are some parts of North Dakota where

the crop suffered the worst, from which collections are slow, but on the whole the volume of money coming in is much better than the average. This is as it should be, for the Government has urged in various ways against undue credits.

### Railroad Men Show Short Memory.

Implement jobbers as well as other shippers are threatened with apoplexy as a result of their efforts to refrain from indulging in any criticism of the management of the railroads while the country is at war. Railroad men have a very short memory, it appears. Only a few short weeks ago they were proclaiming how thoroughly in sympathy they were with the new attitude that common carriers were servants of the public and needed the public's good will. Now they are snarling in answer to complaints that the complainants forget they are talking to Government employees.

In one instance a car of spreaders has been pursued from one end of the Minneapolis yards to the other, and in the course of a week the car was reported—after it had started somewhere else—from Anoka on the one side to Dayton's Bluff in St. Paul on the other. The consignee was unable to get this car for a whole week, and during that time suffered a cancellation of orders for over half the contents. The freight had been prepaid and apparently the common carrier and its employees "should worry."

### Reuther Territory Enlarged.

The Waterbury Implement Co., Minneapolis, has increased its territory for the Reuther potato digger, manufactured

by the Reuther Manufacturing Co., Hamburg, N. Y. Heretofore the Waterbury company has been northwestern representative. Now its territory has been enlarged to take in the entire United States west of the Mississippi river.

A number of implement men were among the corps of Liberty Bond salesmen working to put Minneapolis "over the top" in the late campaign.

R. H. Procter, manager of the Northern Rock Island Plow Co., has been on a trip on the territory in northern Minnesota. H. H. Boettger, assistant manager, has also been for a tour of the southern Minnesota territory.

The Albert Lea Sprayer Co., Minneapolis, recently celebrated the completion of the new sprayer factory by holding open house and throwing the entire plant open to inspection. A complete explanation and demonstration of the manufacture of sprayers was given to visitors.

### Served Him Right.

"Do you think that the things one eats influences one's dreams?"

"Undoubtedly. I ate a porterhouse steak the other evening and dreamed about bankruptcy all night."—Boston Transcript.

### Modest Johnnie.

Teacher—"Do you know, Johnnie, where shingles were first used?"

Johnnie (modestly)—"I'd rather not tell."—Milestones.

## TURNER Simplicity

### SALES Power!

The Turner has it! Just the kind of tractors that all farmers want for all jobs. Simple and lightweight but with ample power for all drawbar and belt jobs. Built from 18 years' engine experience—proved by hundreds of farmers on all kinds of farms—from the prairies of Kansas and Illinois to the swamp and sprout land of Wisconsin and Canada.

**Two Sizes—12-20 and 14-25**  
—Kerosene Burning

All quality, standardized parts, such as Waukesha or Buda Motor, Hyatt roller bearings, Dixie Magneto, Perfex Radiator, etc. The Turner is leaping to the front in sales—dealers everywhere find it a winner. Write or wire now before arrangements are made in your territory.

**TURNER MFG. CO.** 212 Lake Street  
Port Washington Wisc.

## BALDWIN ROLLER CHAINS

Chain drive on tractors has proven most efficient. More tractors have **BALDWIN CHAIN DRIVES** than any other.

This is because the efficiency and "know how" of Baldwin's product has been conscientiously applied to the tractor problem.

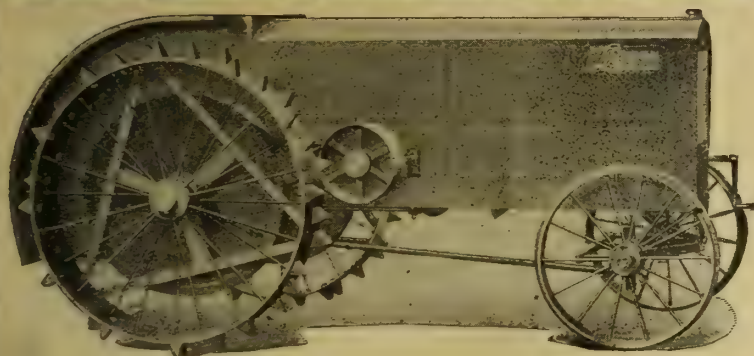
**OUR AGENTS**

C. D. Schmidt, 276 Canal St., New York City.  
N. A. Petry Co., Inc., 1307 Race St., Philadelphia, Pa.  
Walter H. Williams, 175 Massachusetts Ave., Boston, Mass.  
W. D. Foreman, 1607 Prairie Ave., Chicago, Ill.  
M. & M. Co., Cleveland, Ohio.  
Neustadt Automobile & Supply Co., St. Louis, Mo.  
Motor & Machinists' Supply Co., Kansas City, Mo.  
C. J. Smith & Co., St. Paul, Minn.  
M. A. Bryte, Inc., 543 Golden Gate Ave., San Francisco, Cal.  
Lyman Tube & Supply Co., Ltd., Montreal, Toronto, Can.  
J. M. Howe, 245 Plymouth Bldg., Minneapolis, Minn.  
Wirthlin-Mann Co., 318 West Third St., Cincinnati, Ohio.  
H. V. Greenwood, 122 So. Michigan Ave., Chicago, Ill.

**Baldwin Chain and Manufacturing Co.**  
WORCESTER, MASS.



# A Complete line of Farm Power for Dealers



Lauson Full Jeweled Kerosene Tractor.

*The* **LAUSON** 15-25  
DUST PROOF-ALL GEARS ENCLOSED

## Dealers—Build up a Complete Line

Handle farm power in a way which enables you to meet every demand. LAUSON offers you a complete line of farm power, all types.

### Lauson Full Jeweled Kerosene Tractor

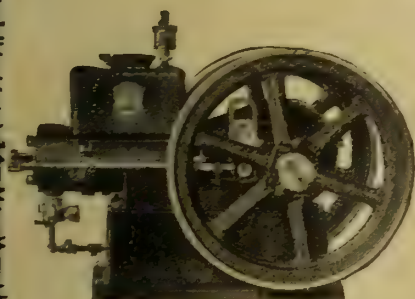
A quality tractor that develops 30 percent surplus power over its rated capacity. The supreme development of over 23 years of building farm power equipment—a tractor of balanced weight, using the power to do farm work, not to pull the weight of the tractor. The best for tractor work—the best for stationary power. Slow speed, high efficiency Lauson-Beaver four-cylinder, valve in head motor—two speeds, sliding gear transmission, all gears enclosed and running in oil. Twenty-four Hyatt and Timken roller and ball bearings. Dixie magneto and ignition.

### These are the Lauson "Frost King" Engines

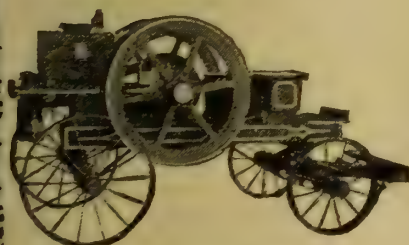
"FROST KING" Standard Portable, 3½ H. P. to 18 H. P., mounted on all-steel truck of our own manufacture. Burns kerosene, gasoline, distillate or alcohol. "FROST KING" Self-Contained, 2½ H. P. to 18 H. P., ready for service when you get it, without any auxiliary tanks or cooling equipment. Burns kerosene, alcohol, or distillate.

"FROST KING" JUNIOR, 1½ H. P. Slightly higher in price than most other engines of the same power rating, but the best built engine you can sell. Valves, pistons, cylinders in "FROST KING" engines are accurately ground to fit. Connecting rods, cams, cam shafts, and all other working parts are machined out of forged steel—heat treated.

Balanced construction in all "FROST KING" engines gives unusually smooth running and eliminates destructive vibration.



The Lauson Frost King Self Contained Stationary  
Sizes 2½ H. P. to 18 H. P.



Lauson Frost King Standard Portable  
3½ H. P. to 18 H. P.



### LAUSON-EDISON ELECTRIC LIGHTING

The best product of two world-famous manufacturers combined in one complete electric lighting and power plant for farms, hotels, resorts, manufacturing plants and communities. Thirty-volt systems for local installations; 110-volt systems for heavy capacity work and long wiring systems.

Equipment includes famous Lauson Special Electric Engine Dynamo Switch Board and Edison Alkaline Battery (guaranteed five years).

Get combined power of battery and dynamo—get power from dynamo while charging battery—get power from dynamo without battery—get power from battery without dynamo.

### MAKE YOUR DEALERSHIP PROFITABLE.

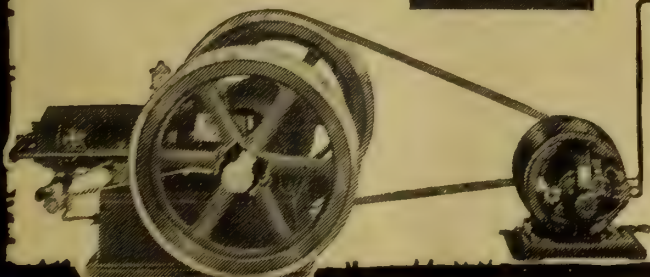
Dealers handling the LAUSON line are in business to stay. They are selling products which steadily build up new business on reputation. Get the full details of our complete line and our big dealer co-operation.

### THE JOHN LAUSON MFG. CO.,

106 Monroe Street

New Holstein, Wis.

For 23 Years Builders of FROST KING ENGINES.







## Dealers Watch Credits

Now Distributors Experience Little Trouble Collecting.

Kansas City, Mo., Oct. 19.—Distributors in the West Bottoms are commenting on the ease with which they have been able to secure prompt payments in practically all of the territory. More money on the farm and the still more important fact that the dealer is getting a big cash business and watching his credits more carefully are said to be the contributing causes.

The crop conditions are reported to be excellent. Large acreages of wheat throughout both Kansas and Missouri and very favorable conditions are helping the farmers. There has been a sufficient supply of moisture.

Business is rather dull and the making of contracts for next year occupies the greater part of the attention of all of the houses. Contract making has been stimulated by thoughts of the possibility of a shortage due to the steel curtailment. It is not the general belief that any shortage will be felt this coming season.

### New Manager of South Bend Branch.

N. V. Richardson, until recently assistant manager for the B. F. Avery &

Sons' Plow Co., has accepted the position of manager for the South Bend Chilled Plow Co. Announcement of his appointment was made this past week from South Bend.

Mr. Richardson began his career in the implement business in 1899 pushing a truck in the Bradley-Alderson warehouse, and continued in that capacity until October, 1901, at which time the



N. V. RICHARDSON

Case-Fish-Staver branch house was organized with F. H. Turner as manager, and under Mr. Turner Mr. Richardson was given charge of the buggy stock. Later this company was joined by the Thomas Mfg. Co.

During these years Mr. Richardson looked after the warehouse work through

the day, and after closing hours went to see the Kansas City merchants and sell such goods as the factory line afforded to supply the local trade. In this way he gained a knowledge of salesmanship which finally won him recognition as a salesman. In 1906 the Case-Fish-Staver-Thomas company became the Big Four Implement Co. and Mr. Richardson a general traveler. In 1909 he was made house salesman, continuing in that capacity five years and then serving as assistant manager four years.

Mr. Richardson's 19 years of experience include about all of the phases of the wholesale implement business, and his early training on a farm gave him a knowledge which should equip him well for his larger duties.

### Kansas Wheat Looks Excellent.

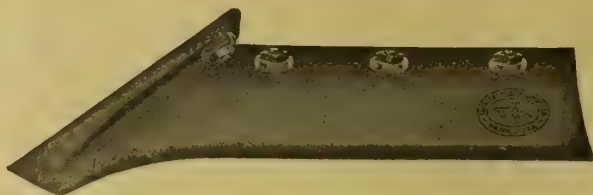
E. J. Anderson, manager for Avery Co., who drove through in a motor car from western Kansas to Kansas City this past week, says that he has never seen such excellent wheat prospects in the state of Kansas at this time of year before. From the western line he drove through to Great Bend on the Colorado-Kansas road and from Great Bend followed the Santa Fe Trail route. Increased acreage as well as the good condition of the crop was in evidence everywhere. Mr. Anderson says that from Great Bend west to about Scott City there is a strip of territory where the grasshoppers have apparently done some damage.

### A. V. Nutt Visits Aviator Son.

A. V. Nutt, farm equipment distributor, has returned from Denver, where

# Crescent Plow Shares

## Leaders—In Forge and Furrow



Reverse Side of Regular Style Share. Note the wide REINFORCED POINT and WELD.



Crescent reinforced Shares are made by specialists in share production from the finest grades of steel for the purpose. They are made in more than 1,000 patterns to fit all makes of plows.

Every share is tested before leaving our factory and a perfect fit is guaranteed.

*Sold by All Jobbers of Implement and Blacksmiths' Supplies.*



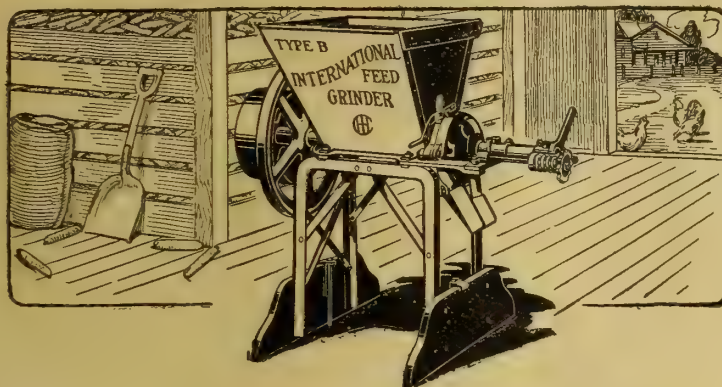
Havana, Illinois





## Do Your Customers Feed Corn, or Sell It?

**I**F they feed it, an **International Feed Grinder** will be a source of profit. Well ground feed makes cheaper beef, pork, milk and horsepower. Recommend an **International**. One of these will do the work:

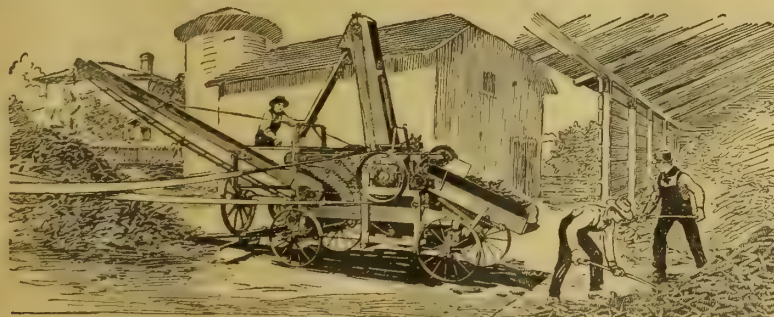


Type B, with 6 in., 8 in. or 10 in. plates and cob breaker, for grinding corn on the cob.

Type C, with 6 in. or 8 in. plates, for grinding shelled corn and small grains.

Type D, with 8 in. or 10 in. plates and cutter, for grinding corn in the husk.

With any of these you can furnish whatever extra equipment your customers need, including wagon and sacking elevators, special pulleys, flywheels, etc.



A small corn sheller, such as the **Keystone** one or two-hole, for hand or power, is a convenience on any farm. Practically every farmer on your list is a prospect for one of these machines. For farmers who sell corn, and know there is profit in taking it to market shelled, we have two and four-hole power shellers with capacities up to 2,500 bushels a day. Ask the blockman to show you our full line of farm machines.

**Recommend International Kerosene Engine Power for  
Use with International Feed Grinders and Corn Shellers.**

**International Harvester Company of America**

(Incorporated)

CHICAGO

- U S A



he visited his son, First Lieut. Cameron Nutt of the air service, who has been giving a number of airplane exhibitions in the interest of the Liberty Loan. Lieutenant Nutt, 22 years old, is a member of the official staff at Ellington Field, Houston, Tex., and the officer in charge of cross-country and cloud flying. When starting to leave Denver, Lieutenant Nutt's plane met with an accident from which he narrowly escaped serious injury. Mr. Nutt has another son, Weimar, 17 years old, who is a first class gun pointer on the battleship Mississippi.

#### N. A. Johannes With Roderick Lean.

N. A. Johannes has accepted a position with the Roderick Lean Mfg. Co. Mr. Johannes until recently was connected

with the South Bend Chilled Plow Co. and at one time was with the Associated Mfrs. Co. He will travel the Kansas territory for Roderick Lean.

#### Rock Island Adds a Traveler.

J. E. Rynerson has been added to the sales force of the Rock Island Implement Co. Mr. Rynerson has been making his home at Carthage, Mo., and has been connected with the Southwest Supply Co. at Little Rock, Ark. He was formerly with the Aultman & Taylor Machinery Co. In the future he will make his headquarters at Pueblo and travel a Colorado territory.

#### Hathaway to Sell Monarch Tractors.

The Hathaway Motor Co., 1729 McGee Street, has contracted with the Mon-

arch Tractor Co., Watertown, Wis., to distribute the Monarch Neverslip and Lightfoot tractors in Missouri, Kansas and Oklahoma. N. J. Williams will direct the work in the tractor department of the company.

#### Leaves for the Coast.

John R. Chittenden, who for sixteen years has been identified with the implement trade of this territory, has left for San Francisco where he takes a position as special traveler in California, Oregon, Arizona and Nevada for the Pacific Implement Co. For two years he has been traveling for the South Bend Chilled Plow Co. out of Kansas City.

In the West he will continue his identity with the South Bend line, since it is jobbed in that territory by the Pacific Nash Co. Before going with the South Bend organization in Kansas City Mr. Chittenden had been successively with the Advance Thresher Co., the M. Rumely Co. and the International Harvester Co. Mr. Chittenden and family expect to make their permanent home in Los Angeles.

#### Distribute Wisconsin Tractor Here.

The Noyes-Kelly Motor Co., 1721 McGee Street, with a branch at Omaha, Neb., has contracted with the Wisconsin Farm Tractor Co., Sauk City, Wis., to distribute the Wisconsin tractor. The company will distribute the machine in Kansas and Nebraska and western Missouri and Iowa. S. W. Kidd, formerly western sales manager for the George W. Davis Motor Car Co., has been secured to handle the tractor line.

C. E. Haney, branch manager for the International Harvester Co. at Lincoln, Neb., was in the city last week.

Edwin Downes, manager for the Parlin & Orendorff Plow Co., left Wednesday for a trip to the factories at Canton.

E. E. Dye, manager for the New Idea Spreader Co., will leave the latter part of the week for the annual sales meeting at Coldwater, O.

Ira T. Wait, manager for the Stover Mfg. & Engine Co., and travelers from this territory will attend the annual sales conference at Freeport, Oct. 21 and 22.

Theodore Brown, head of the experimental department of Deere & Co., and John Seaholm, also of the experimental department, were in the city this past week.

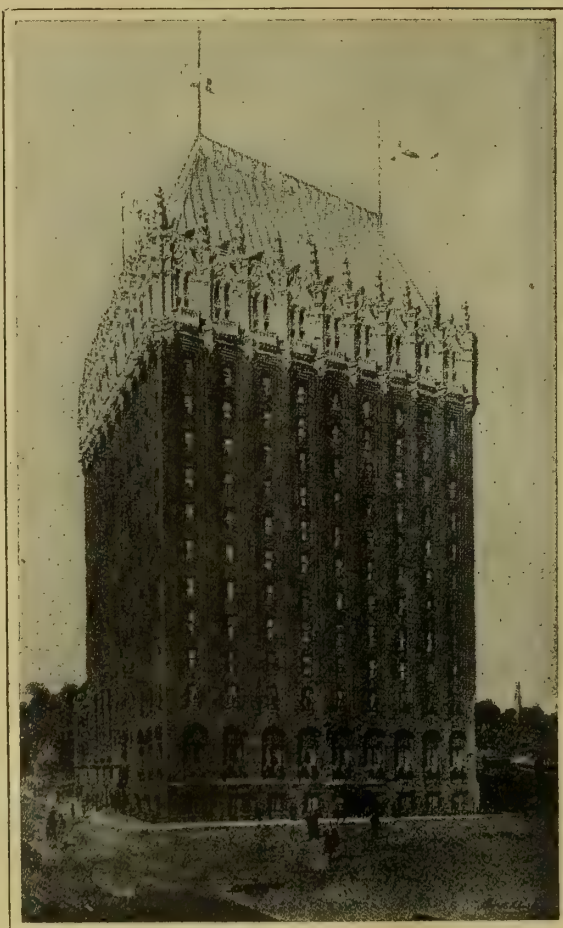
W. C. Osborn of the Fruita Mercantile Co., dealers at Fruita, Colo., was in Kansas City this past week with fourteen double-decked car loads of sheep from his ranch.

B. B. Reppert, branch manager for the International Harvester Co. at Dubuque, Ia., who was connected with the company's offices here some years ago, was in Kansas City Tuesday.

O. B. Lydick, traveler for the B. F. Avery & Sons' Plow Co., was taken suddenly ill with appendicitis while out on his territory and was taken to Wichita for an operation. Mr. Lydick is improving rapidly since the operation.

Dealers in the city this past week included: John Todd, Caney, Kan.; W. G. Williamson, Waverly, Kan.; George H. Brett, Ponca City, Okla.; William Green, Lawrence, Kan.; J. W. Treadway, Stilwell, Kan.; Mr. Young, Woodward, Okla., and Murray Smith, Clay Center, Kan.

# OMAHA



## HOTEL FONTENELLE

H. E. GREGORY, Manager

FIRE-PROOF

EUROPEAN

RATES: One Person \$2 to \$4 per day  
Two Persons \$3 to \$6 per day

330 Rooms  
330 Baths





## Remember Belgium

**Y**OU can floor an Uhlan with lead, but only gold can floor Berlin—the gold of a world aroused.

You can hit the Hun the hardest by putting every possible dollar into this critical bond issue. Make it your business to see that every man and woman in your establishment understands the importance of buying bonds to the limit.

The enemy has developed a world-distribution on brutalities that bear the Berlin shipping-tag. How long shall this obscene commerce in brutality continue?

Your answer is required, now. Your money talks. You can crack Kultur on the head by volunteering *more* of your money than the Government asks for. You can overwhelm the mad Wolf of Wilhelmstrasse with the crushing wrath of billions.

How long do you want to receive news of U-boat sinkings, casualty lists, and maimed sons, marked F. O. B. Berlin?

Gentlemen, your answer?

Put your answer in writing—on a check. Now is the time to hurl Wilhelm II against the fence, and make him face a firing squad of 100,000,000 Americans—with dollars for bullets.

### Buy U. S. Gov't Bonds Fourth Liberty Loan



Contributed through Division of Advertising

United States Govt. Comm. on Public Information

*This space contributed for the Winning of the War by*

### IMPLEMENT & TRACTOR TRADE JOURNAL



## AMONG THE DEALERS

### Kansas.

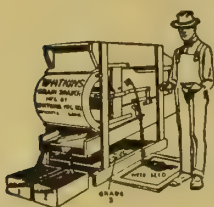
Copeland.—Copeland Hardware Co. is successor to M. W. Peterson. Catalogs requested on heavy farm implements, gasoline engines, cream separators and washing machines.

Woodbine.—B. L. Thompson Hard-

### Wichita Supply Co.

BELTING, PACKING, WIRE  
CABLE, THRESHER SUPPLIES

Phone M. 537 Wichita, Kas.



### Watkins Grain Grader

Cleans and Grades  
all kinds of Grain and  
Seeds. Separates Mixed  
Grains. Takes out  
Dockage. No other  
machine like it.

Large Capacity

Indorsed by Elevator Men, Government Grain  
Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

Watkins Mfg. Co. 242 South Wichita St.  
WICHITA, KANS.

### BULLER-COUPLER



A perfect, automatic hitch for  
Tractors, Trucks, Automobiles,  
Threshers. Can be easily attached  
to any tractor, truck or trailer.

A STANDARD EQUIPMENT.

BULLER COUPLER COMPANY

Hillsboro, Kansas

## Sheet Metal Stampings

Heavy and Light

We have the largest presses in  
the industry especially adapted to  
make Truck, Tractor and Imple-  
ment Stampings, also a complete  
and modern plant for annealing,  
case hardening, nickel plating and  
electric and oxy-acetylene welding.  
Estimates cheerfully furnished on  
your requirements

The Bossert  
Corporation

UTICA, N. Y.

ware Co. purchased the implement and  
hardware stock of Thompson Bros.

Wheaton.—Kufahl Hardware Co. is  
building an addition to its present store  
which will be used to display its stock of  
farm implements, automobiles, wagons  
and buggies.

### Missouri.

Princeton.—Stacy Bros., implement  
and hardware dealers, have moved their  
stock into the Stanley Bldg., on the  
north side of the square.

### Oklahoma.

Oklahoma City.—Reliance Implement  
Co. has been incorporated with a capital  
of \$5,000 by W. H. Hollingsworth, E. L.  
Howard and N. H. Wright.

### South Dakota.

Beresford.—Larson & Kundert are suc-  
cessors to Martin Carlson and request  
catalogs on gasoline engines, cream sep-  
arators and washing machines.

### Texas.

Farmersville.—O. D. Mann & Sons of  
Brady purchased the implement and  
hardware business of Schnelle & Son.

Barstow.—Jesse Kay has erected an  
implement building 30x40 ft. Catalogs  
requested on engines, pumps and belt-  
ing.

Amarillo.—Roberts & Oliver with  
branch stores at Branson, Colo.; Roy,  
N. M., and Happy, Tex., request catalogs  
on heavy farm implements, gasoline en-  
gines, cream separators and washing  
machines.

Hallettsville.—Jares & Burton with a  
branch store at Yoakum have engaged  
in the implement and hardware business.  
Catalogs requested.

Panhandle.—Garrison Hardware Co.  
has been incorporated with a capital of  
\$10,000. The stock includes heavy farm  
implements, gasoline engines, cream  
separators and washing machines.

### Utah.

Tooele City.—Tooele Hardware & Im-  
plement Co. has been incorporated with  
a capital of \$12,000 by Stephen T. Car-  
man and Don L. Lenzi.

## HOUSE LITERATURE

### Peoria Catalog Is Interesting.

One of the recent important catalogs  
is the catalog of Peoria drills issued by  
the Peoria Drill & Seeder Co., Peoria,  
Ill. All the company's types of drills,  
seeders and fertilizer sowers are de-  
scribed and their claims advanced in  
clear, interesting style. The advantages  
of the disk shoe are explained, and an-  
other feature of the book is the de-  
scription of the new Peoria front-lift  
drill and other new models and improve-  
ments. Plenty of cuts, good paper and  
a colored cover make the book especial-  
ly attractive.

### Book Describes Sheep Raising.

"A Bunch of Sheep on Every Farm"  
is the title of a 94-page booklet issued  
by the International Harvester Co. The  
book contains a great amount of valu-  
able information and is well presented,  
with numerous illustrations. Various  
chapters deal with the present scarcity

of sheep, their value and the reason  
why their number should be increased,  
and how to raise them profitably, with  
detailed instructions on feeding, shelter  
and general care.

### Folders Have Advertising "Punch."

The New Idea Spreader Co., Cold-  
water, O., is sending out to dealers an  
unusually complete and striking series  
of folders advertising the merits of Nisco  
spreaders. The folders are illustrated in  
colors. Some are catalogs of the various  
models and others tell lively sales stories  
in an interesting way. The collection  
should prove a valuable sales help.

### Silo Filler and Cutter Catalog.

"Why You Need a Silo" is forcefully  
explained in a catalog that is being sent  
out by the W. R. Harrison Co., Massil-  
lon, O. The catalog contains illustra-  
tions and descriptions of all the different  
models of Tornado silo fillers and cut-  
ters.

## CULLMAN SPROCKETS AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Bald-  
win, Duckworth, Culver-  
Taylor, Jeffrey and Cov-  
entry Chains, Block, Roller  
and High Speed Silent types  
on hand.

Catalog

CULLMAN WHEEL CO.

1347 Altgeld Street, CHICAGO

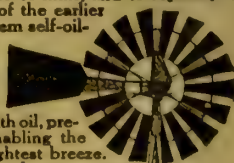


## THE SELF-OILING WINDMILL

has become so popular in its first three years that  
thousands have been called for to replace, on their  
old towers, other makes of mills, and to replace, at  
small cost, the gearing of the earlier  
Aermotors, making them self-oil-  
ing. Its enclosed motor  
keeps in the oil and  
keeps out dust and  
rain. The Splash Oiling  
System constantly  
feeds every bearing with oil, pre-  
venting wear and enabling the  
mill to pump in the lightest breeze.  
The oil supply is renewed once a year.  
Double Gears are used, each carrying half the load.

War greatly increases the demand for this cheap  
labor and inexpensive laborer, who is on the job  
night, day and Sunday. Board costs nothing.

We make Gasoline Engines, Pumps, Tanks,  
Water Supply Goods and Steel Frame Saws.  
Write AERMOTOR CO., 2500 Twelfth St., Chicago





# ANSWERS

## This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

## Rowell Ensilage Cutter.

BRIGGS HDWE. CO., Neosho, Mo.: Your order for one set, four knives, for the Rowell ensilage cutter has been sent to the T. B. Rowell Co., Waukesha, Wis., for filling.

## No. 574, 572 for Gang Plow.

SLETTEN IMPLEMENT CO., Hoffman, Minn.: Your order for No. 574-R land wheel lever ratchet, No. 572 and angle iron hitch clevis has been sent to the South Bend Chilled Plow Co., Kansas City, Mo. for their attention.

## Repairs for Kingman Harrow.

A. L. LUCAS, Slater, Mo.: Your order for 6 castings H 36, 5 castings H 43 and 5 castings H 44 for Kingman smoothing harrow has been sent to Martin & Kennedy, Kansas City, Mo. for their attention.

## RUSTICENE

Trade Mark Reg'd - Pat. Off. Wash.

## LOOSENS METAL JOINTS

Bolts, nuts, pins, thumb-screws, spring-clips, knuckles, shaft-bearings and turn-buckles are readily released following the application of a few drops of RUSTICENE from an oiling can. Free from acids or alkali; will not injure metal, rubber, wood, leather or fabrics; dissolves rust, verdigris, red or white lead, ammonia scale, paint, tar or grease.

## A Farm NECESSITY!

### Works Instantly!

(Non-Inflammable)

THIS IS THE BIGGEST OPPORTUNITY FOR RETAIL DEALERS TO MAKE QUICK, CLEAN PROFITS. Rusticene enables farmers to keep implements and tractors in good condition without "expert" help.

Gramoline Co., Ltd.,  
11 So. LaSalle St., Chicago

## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—

There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within safe, easy, quick reach of clerks and stockkeepers—it saves unlimited time and gives your customers better service.

Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

F. E. MYERS & BRO.  
ASHLAND OHIO.

## Disk Hubs and Boxings.

FARMERS COOPERATIVE ASS'N., Supply, Okla.: Your order for 12 disk hubs with nuts and 12 disk boxings for Tiger wheat drill has been sent to Wallace & Gelse, Council Bluffs, Ia., for their attention.

## P-1121 for Disk Harrow.

T. D. SHANNON, Iola, Kan.: Your order for one No. P 1121 boxing for disk harrow has been sent to the International Harvester Co., Kansas City, Mo., for handling.

## No. Z-766 for Tiger Drill.

OLINE & HANSON, Essex, Ia.: Your order for one Z 766 for right wheel on a Tiger drill has been sent to Wallace & Giese, Council Bluffs, Ia., for attention.

## No. 3 (Star) Plow Share.

OLPE HARDWARE CO., Olpe, Kan.: Your order for one No. 3 (Star) plow share for Hapgood sulky plow has been sent to the Hapgood Plow Co., Alton, Ill.

## D 367 Clamp for Sulky Hay Rake.

BORN & NORTON, Seminole, Okla.: Your order for one D 367 clamp for two teeth which holds teeth to the frame on sulky hay rake has been sent to the International Harvester Co., Oklahoma City, Okla.

## No. 522 for Casady Gang Plow.

HODGSON IMPLEMENT & HARDWARE CO., Little River, Kan.: Your order for one No. 522 guide lever for Casady gang plow has been sent to the South Bend Chilled Plow Co., Kansas City, Mo., for their handling.

## Feed Gearing for Grain Drill.

FARMERS HDWE. & IMPLEMENT CO., Gotebo, Okla.: Your order for one feed gearing complete for grain drill, same having casting one end of feed box No. 122-A, casting over disk No. 100, has been forwarded to the Hayes Mfg. Co., Kansas City, Mo., for their attention.

## Castings for Lister Cultivator.

MARRIOTT - GRIFFIN HDWE. CO., Geary, Okla.: Your order for four castings for two-row lister cultivator has been sent to the J. I. Case Plow Works, Oklahoma City, Okla., for their handling.

## LH-25 for Harrow.

ED. THOS. HRUBESKY, Schuyler, Neb.: Your order for three LH 25 harrow hooks for harrow has been sent to the Omaha Western Sales Co., Omaha, Neb.

## Front Furrow Wheel for Plow.

ED. THOS. HRUBESKY, Schuyler, Neb.: Your order for one front furrow wheel with box for Klondike sulky plow, 16-inch, foot lift, has been sent to the Martin & Kennedy Co., Kansas City, Mo., for their handling.

## KK 197, for Disk Harrow.

F. I. GATZ & CO., Union City, Okla.: Your order for one KK 197 top of box, bottom of box, one bearing for above boxings, and six wooden boxings for disk harrow, has been sent to the John Deere Plow Co., Oklahoma City, Okla., for their attention.

## No. 628-D and No. 680 for Monitor Broadcast Seeder.

C. E. BARTLETT, Cameron, Wis.: Your order for one No. 628-D brace that bolts to back of seeder box over gear wheel No. 728-H and No. 680 for seeder box for Monitor broadcast seeder, has been sent to the Minnesota Moline Plow Co., Minneapolis, Minn., for their handling.

## WHO KNOWS ABOUT THESE?

THE McMAHON HARDWARE & IMPLEMENT CO., Fairfax, Mo., ask who makes a rolling coultter that has a hub numbered B218.

A. LEVICK, Ralston, Okla., wants repairs for the Murry steam engine.

## AUTO STYLE BUGGY TOPS OUR TOPS FIT PERFECTLY



Ask For Catalog No. 22

**BAYLES VEHICLE TOP  
AND  
TRIMMING CO.**

Kansas City, Missouri



## ASBESTOS BRAKE LINING

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.

We can make any width up to 6 ins.

**STAYBESTOS MFG. CO.**

5549 Lena St. Philadelphia



## LEWIS VALVES

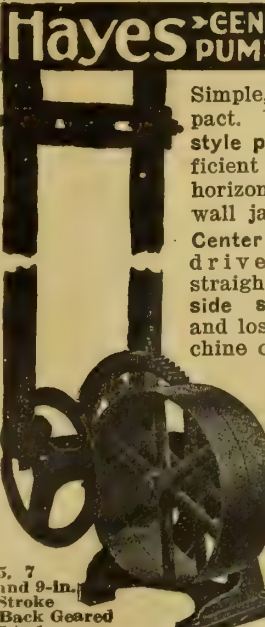
**CAN'T BE BEAT**

The Lewis Steel Products Company

4080 Detroit Ave.

TOLEDO - - - OHIO

## Hayes CENTER-DRIVE PUMP JACK No 2



Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the cheapest jack—special features unequalled at any price—the one compelling pump jack value. You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

**HAYES PUMP & PLANTER CO., Galva, Ill.**

**MEYERCORD**  
GENUINE

**DECALCOMANIA**

**QUICK SERVICE**  
"AMERICAN MADE"



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## He Fooled Her.

Mrs. Scatterbrain was constantly bemoaning her lot. Her husband, who was entitled to place half the letters of the alphabet after his name, had the most treacherous memory in the world. He could remember nothing his wife told him, in spite of bits of string round his finger and knots in his handkerchief. Only once did Mr. Scatterbrain remember to do the wife's bidding.

Said a friend to Mrs. Scatterbrain:

"I think you are getting as bad as your hubby. I got a note from you yesterday, dated a whole week ahead."

"Heavens!" gasped Mrs. Scatterbrain, trembling with the shock. "My husband must have posted it the very day I gave it to him."—Pittsburgh Chronicle-Telegraph.

## Too Unimportant.

"Does your wife lecture you?"

"Me? Why, she wouldn't waste her time lecturing a little bit of an audience like me."—Philadelphia Bulletin.

## A POSITIVE NUISANCE



"Go away! Dat dam dog follows me everywhere!"—Life.

## Oh, Never Mind.

St. Francis Desk Man: "Before you leave I'll have the porter inspect your room."

Stude: "Oh, never mind; I don't think I left anything in it."

Deck Man: "Yes; that's what I'm afraid of."—Chaparral.

## It Sounded Impossible.

"Spell your name!" said the court clerk sharply.

The witness began: "O, double T, I, double U, E, double L, double"—

"Wait!" ordered the clerk; "begin again."

The witness replied: "O, double T, I, double U, E, double L, double U, double O"—

"Your honor," roared the clerk, "I beg that this man be committed for contempt of court!"

"What is your name?" asked the judge.

"My name, your honor, is Ottiwell Wood, and I spell it O, double T, I, double U, E, double L, double U, double O, D."—That Reminds Me.

## Kicking About It.

Recruiting Officer—We can't accept you, your feet are in bad shape.

Applicant—What the deuce! You must think a soldier fights like a mule. —St. Louis Times.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—Good well established hardware, furniture and undertaking business in prosperous territory. Exceptional opportunity to take over a going concern. Address Lock Box 19, Otis, Colo. 10-12-10t

**For Sale**—Clean stock of hardware, implements and harness in town of 600; serving excellent farming community. Only reason for selling on account of health. Address George Rebenstorf, Wetmore, Kan. 10-12-3t

**For Sale**—One No. 2-4 bottom 14-inch Rotary Power lift P. & O. Mogul engine gang. Slightly used. Price \$300. Address Lechtenberg & Klein, Templeton, Ia. 9-21-4t

**For Sale**—Clean stock of hardware, implements and harness; town of four hundred in excellent Kansas farming community; operation of the U. S. Selective Draft only reason for selling. Address O. H., care Implement & Tractor Trade Journal. tf

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

**Must Sacrifice Good Implement Business**—Through the operation of the selective service, I am called to the colors, and must sell a fine and growing hardware and implement business located in a large trading territory. The stock will invoice about \$25,000. This is an exceptional opportunity to take over a strong going business with a future. Address inquiries without delay to 108, Implement & Tractor Trade Journal. tf

## POSITIONS WANTED.

**Position Wanted**—By an executive of ability and experience—20 years as sales

manager and manager of credits and collections in one of the largest implement houses. Address 112, care Implement & Tractor Trade Journal. tf

**Wanted**—Experienced tractor and implement salesman desires a change. Has broad acquaintance with dealers throughout Central Western States. Best of references. Address G. R., care Implement & Tractor Trade Journal. 9-14 3t

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

## HELP WANTED.

**Wanted**—Two high grade experienced full line implement salesmen. John Deere Plow Co., Kansas City, Mo.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Wanted**—By an Iowa jobber, an experienced shipping clerk who is capable of taking entire charge of shipping department, including stock record keeping, of a general line of agricultural implements, repairs and supplies. Address Iowa, care Implement & Tractor Trade Journal.

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. tf

**Wanted**—Complete files of Implement & Tractor Trade Journal for the years 1913, 1914, 1915, 1916 and 1917. Reasonable price will be paid for complete files for any one or all of these parts. Address C. J., care of the Implement & Tractor Trade Journal. 8-24-6t

**Wanted**—Good implement and tractor salesman for Michigan or Indiana. State experience, age, salary and give references first letter. Address 265-E, care Implement & Tractor Trade Journal. 9-28-3t.

**Wanted**—Full line. Implement house handling tractors wants high grade tractor salesman for Oklahoma territory. Address I. C., Implement & Tractor Trade Journal. 10-19-3t

## MISCELLANEOUS.

**Wanting to Buy**—Riding listers, double and single row listed corn cultivators, disc harrows, cream separators, double row wheat listing plows. Must be priced right. State condition, make and price. Address Oklahoma, care Implement & Tractor Trade Journal. 10-12-2t

We are over stocked on Round Oak Moist-Air heating systems, ranges and stoves. On account of drouth cannot dispose of our stock. We bought these goods early and at prices far below the present prices. We want to place these where they can be used, thus doing our bit to relieve the iron and steel shortage. If interested, write us at once. The Western Windmill Co., Lubbock, Tex. 10-12-1t

Do you want to trade your implement or harness stock for farm land? I have an improved farm in Central Nebraska and am also interested in land in Keith County, Neb. If interested please mention make of goods you handle. W. O. S., care Implement & Tractor Trade Journal. 9-21-4t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf



Published Weekly  
Implement Trade Journal Co.

Kansas City U. S. A.

Carl W. Hertel, President  
Fred Milburn, Vice-Pres-Treas.  
Geo F. Massey, Secretary  
Hal H. Clark, Advertising Director

# Implement & Tractor Trade Journal

Established 1886

Omaha  
1112 Woodmen Building  
A. E. Long, Mgr.

Minneapolis  
333 Palace Building  
R. R. Ring, Mgr.

New York  
205 Postal Telegraph Building  
Frank M. Dampman, Mgr.

OMAHA

KANSAS CITY

MINNEAPOLIS

## Save Waste in Transportation

**T**HROUGH the cooperation of state councils of defense, chambers of commerce, local war boards, and motor clubs, the Council of National Defense, through its Highways Transport Committee and its State Councils

The purpose is to take some of the burden of the short haul off the railroads and put it on motor trucks operating over the highways. Very considerable quantities of merchandise and materials of all kinds are now

home town if they knew it was going back empty. On the other hand, the truck owner would be equally glad to secure a return load because the charge made for hauling it would reduce his own haulage cost.



THESE TRUCKS ARE MAKING COMPLETE ROUND TRIPS WITH FULL LOADS AS A RESULT OF THE RETURN LOADS SYSTEM

Section, is building up a system for more efficient utilization of the highways of the country as a means of affording merchants and manufacturers relief from railroad embargoes and delays due to freight congestion.

This system already is in successful operation in Connecticut and is being extended throughout the country.

being carried by trucks operated by private concerns in their own businesses and by motor express and haulage companies. In a majority of cases, however, these trucks, after delivering a load, return empty, whereas there are shippers who would be glad to avail themselves of the opportunity to send a load back on such a truck to its

To bring the shipper and truck owner together serves the interests of both. It doubles the efficiency of the motor truck, enables business men to make prompt shipments or secure deliveries in a day instead of several, relieves the railroads of much short-haul freight, and thereby releases cars for necessary long-distance haulage of



## THE RETURN LOAD OF THE FARMER'S FAST FREIGHT



The farmer had arranged so that the day the motor freight was to deliver him a load of machinery his shipment of hogs would be ready to send in to the market. The truck was operated at a profit in both directions and no time was lost in the transportation of the farmer's load.

munitions, equipment, and other supplies for our Army in France, and for foodstuffs, fuel, etc., for the civilian population at home.

The logical agency for bringing the two interests together is the local business men's organization in each locality, the chamber of commerce, board of trade, or by whatever name it is known. They are in direct touch with the manufacturers and merchants in their respective communities, they know the present difficulties of shipping and they have the facilities for most quickly and systematically putting the shipper in touch with the man who has the facility for haulage.

Shortage of railroad cars and locomotives created a shortage of coal during the winter. Lack of coal slowed down production of steel, which in turn delayed ship construction. Insufficient coal for bunkering ships created a critical congestion of freight in Atlantic port terminals and in railroad yards hundreds of miles inland. A certain part of this congestion was due to short-haul shipments of freight within cities and originating in nearby points, 10, 20, or 50 miles from the cities. Much of this short-haul freight can be carried on the highways by motor trucks.

The practicability and dependability of motor-truck haulage not only within cities but between neighboring cities have been demonstrated fully. Hundreds of local and intercity motor express lines are in successful operation in widely scattered sections of the country. The return-load bureau system has been installed in England, where it is now considered unpatriotic to run a truck without a load. Man-

chester, England, for example, and all the surrounding cities have their return-load bureaus and have reciprocal arrangements whereby they exchange information regarding available trucks and loads. Consequently, any chamber of commerce in a city whose merchants are adversely affected by rail embargoes and delays, freight congestion, or lack of sufficient and direct rail transportation, and where there is any considerable number of motor trucks, will not be embarking upon a doubtful experiment in establishing such a bureau.

A return-loads bureau can be established by a chamber of commerce without creating any legal liability to the shipper or assuming any other responsibility. The function pure and simple is to advise the shipper where and when a truck can be obtained to haul his goods and to advise the truck owner where a load can be obtained. It has been found in England that very often, when such a relationship has been established between the shipper and the truck owner, an arrangement is made between them for regular service, and they do not need to call on the bureau for further assistance, thus lightening the work to be performed by the chamber.

It is left entirely to the shipper and the truck operator to make their own agreement as to the rate to be paid for haulage, liability of the truck owner or driver for safety of the goods in transit, and so forth. It is expected, however, that the chamber of commerce will exercise reasonable judgment and precaution, inquiring into the reliability of truck drivers and endeavoring to correct any abuses that may arise.

Names and addresses of truck owners may be obtained from the automobile registration bureau in the office of the secretary of state or the commissioner of motor vehicles, as the case may be. Duplicates of this master file were furnished by the state council of defense in Connecticut to the chamber of commerce in each of the 15 cities, together with a map showing the location of each return-loads bureau and all of the truck routes, numbered serially. Thus, the head of the bureau in each city knows just what trucks are available in the other cities and the routes over which they operate.

It is desirable that the state council of defense, where one exists, should indorse this movement, but it is not necessary that the chamber of commerce in any city should wait for it to do so. It is perfectly feasible for the chamber to initiate the work itself in its own community and then propose to similar chambers in neighboring cities to do likewise and establish an exchange of information.

Having ascertained what trucks are available for hauling, the next move is for the return loads bureau to circularize the merchants, manufacturers, and other business enterprises in the community, advising them of the establishment of the bureau and asking them to report to it whenever they have any goods or materials which they wish to have hauled, either within the city or to nearby cities or villages. These reports may be made by telephone or on postal cards. Blank cards of a size suitable for filing may be supplied to shippers in quantity by the bureau for the purpose.

Publicity should be given in all the local newspapers and in those of neighboring cities of the establishment of the bureau, so that all interests may immediately begin making use of the facilities afforded.

It will be found that there are two classes of business to be handled by the bureau—regular and irregular. In many cities there are motor express lines operating on daily schedule over regular routes and there are shippers who have regular shipments to make. Having brought these together once, further service of the bureau will be unnecessary so far as these particular parties are concerned. Then there are many companies, firms or individuals that own trucks which they use only in their own business but which stand idle part of the time or which from time to time deliver a load in a neighboring city and return home empty. There are also shippers who have depended on the railroad but in emer-

(Continued on page 30)



# A Western Distributor of Trucks and Tractors Solves the Local Demonstration Problem

ONE of the greatest aids to tractor sales has been the local demonstration. There is nothing so conclusive in proof of a machine's value as seeing it in operation under the conditions that are similar to those under which it would be required to operate on the prospect's farm.

Dealers are always insistent on obtaining local demonstrations through the aid of the distributors. This is especially true of the territories distant from the scenes of the national demonstrations. A demonstration, with the aid of a little advance publicity in the county papers and handbills at the crossroads, is usually productive of a pretty representative attendance of farmers from

the territory where the exhibition is given.

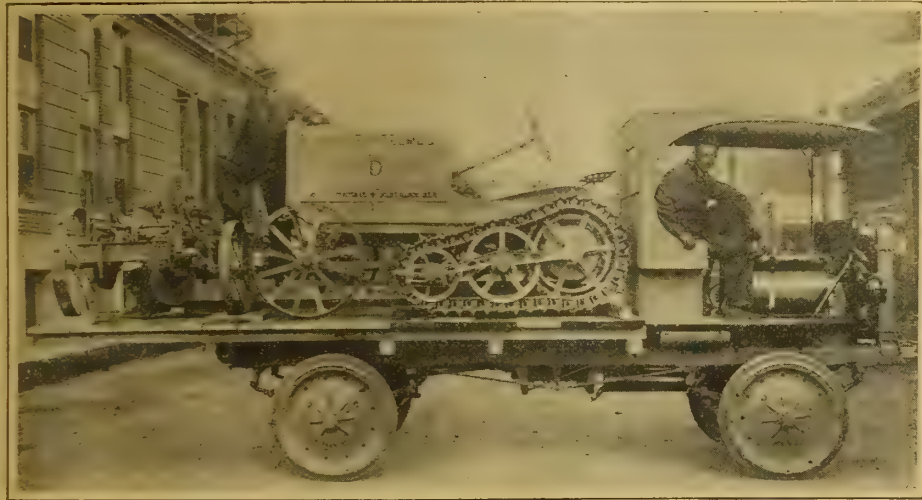
One of the problems has always been the transportation of the demon-

stration outfit. It is of course unwise to use a new rig at every demonstration, even if one happens to be in the hands of the dealer at the announced place. The cost of rail transportation

was a thing to be considered, and road travel from one dealer's town to another a mighty slow plan. The Pacific Nash Motor Co., Salt Lake City, Utah, of which Carl J. Simpson is vice-president and district manager, is a distributor for the Bates Steel Mule tractor as well as the Nash Quad motor truck. When they began acquiring dealers for the Steel Mule, a line only recently added, they began receiving requests for demonstrations. The territory appeared to be in need of demonstrations for the tractor business to receive its proper stimulus.

The officials of the company at last decided upon a plan to aid their

*(Continued on page 30)*



THIS TRUCK, TRACTOR AND PLOW FORM THE COMPLETE LOCAL DEMONSTRATION UNIT

## A Plan for Getting the Employee's Idea

By W. C. Rich

A PLAN for getting employees to give their ideas about their own work and the business in general has been put into effect with great success by the Minneapolis Steel & Machinery Co., Minneapolis, Minn.

This company believes that a large percentage of its 5,000 employees have ideas well worth while if given expression. With that belief as a basis, a plan was developed and put in operation some two years ago.

Recognizing the appeal of a sporting proposition, the elements of competition and chance were introduced into the plan in the shape of substantial cash prizes for the best suggestions offered and adopted. A further element of competition among the different departments was added by offering a second set of prizes to the foremen and heads of departments

whose men have the greatest number of adopted suggestions to their credit. This tends to enlist the foreman's interest and activity in urging his men to send in suggestions.

### Plan of Contest Outlined.

The whole plan is conducted in the form of a contest, interest in which is maintained by a constant campaign of publicity and instruction, through the medium of the plant magazine and the bulletin boards.

Each contest continues for a period of four months, at the end of which time all adopted suggestions are graded according to several standards by the awarding committee. During all this time the names of contestants are kept secret, even to the awarding committee. The several prizes are then awarded to the suggestions with the highest grade marks, and the list of

prize winners, together with description of their suggestions and amounts of the prizes, are published.

The contest, and especially the announcement of prize awards, creates considerable interest among the employees and tends to increase the output of new suggestions. When a decision is made on the merits of a suggestion, special pains are taken in explaining to the contestant the reasons why his suggestion is or is not adopted; he must be made to feel that his adopted ideas are valuable to the company and, on the other hand, he must be urged to try again in case his idea is rejected.

### It Has Proved Worth While.

The results of this plan have been well worth while to both parties—the

*(Continued on page 28)*



# N. I. & V. A. WORKS WITH THE GOVERNMENT

## Loyal Cooperation in the Determination to Side-Track Everything for Victory Is Emphasized at the Silver Anniversary Convention of Farm Equipment Manufacturers

No, the kaiser was not among those present at the twenty-fifth annual convention of the National Implement and Vehicle Association in the Congress Hotel, Chicago, Oct. 16, 17 and 18. Had it been possible for the All-Highest Hun to attend the gathering in safety, however, he would have heard and seen things not calculated to add any more starch to his mustache.

Hardly had the convention opened when a patriotic telegram to President Wilson was put on the wire, pledging the complete devotion of the whole farm equipment industry to the cause of fighting the war through to victory. Then, to add emphasis to these words of loyalty, the convention instructed the secretary and general manager to invest \$10,000 of the association funds in Fourth Liberty Loan Bonds.

It was the silver anniversary of the association and it could not have been possible to observe the season under more auspicious circumstances. The association had passed through the most momentous and active year of its history and many of the questions which, twelve months ago, were vaguely visible on the horizon, had been settled and made plain. Not the least impressive feature of the convention was the absence of a number of leaders of the industry, usually present; they were in Washington serving their Government.

It was with some misgivings that arrangements had been made for the convention, on account of the epidemic of Spanish influenza. At the Chicago general offices of the association telegrams were ready to send to the members telling them not to come. Fortunately, permission was granted by the health authorities to go ahead and hold the convention. Despite these untoward circumstances, the attendance was heavy.

### The New Officers.

Officers for the new year were elected as follows:

GEORGE A. RANNEY, International Harvester Co., president.

H. M. WALLIS, J. I. Case Plow Works, chairman, executive committee.

Members of the executive commit-

tee: E. J. Gittins, J. I. Case Plow Works; A. B. McLean, Roderick Lean Mfg. Co.; J. B. Bartholomew, Avery Co.; U. G. Orendorff, Parlin & Orendorff Co.

Vice-Presidents: F. H. Clausen, Van Brunt Mfg. Co.; R. W. E. Hayes, Hayes Pump & Planter Co.; William B. Hardy, Brinly-Hardy Co.; B. P. Thornhill, Thornhill Wagon Co.; Finley P. Mount, Advance-Rumely Thresher Co.; John Myers, F. E. Myers & Bro.; H. P. Goodling, A. P.



PRESIDENT G. A. RANNEY

Farquhar Co.; W. H. Preston, Pape Machine Co.; J. B. Sullivan, Towers & Sullivan Mfg. Co.; H. F. Fellows, Springfield Wagon Co.; W. F. Keller, Keller Mfg. Co.; H. P. Van Gorp, Garden City Feeder Co.

Honorary members: William Lou- den and Frank Bateman.

When President C. S. Brantingham called the convention to order, more than a hundred and fifty arose to the strains of "The Star-Spangled Banner." Invocation was pronounced by the Rev. Norman O. Hutton, rector of St. Chrysostom's Episcopal church, Chicago.

President Brantingham then delivered his annual address, which follows in part:

### Address of C. S. Brantingham.

Reviewing the past year, this association, its officers and its membership have passed through undoubtedly the most trying year in each one's business history due, of course, to the great world war. Our convention a year ago was the largest up to that time. Very few stayed away from the sessions, because of their keen realization of the importance of the situation and of the

questions under discussion. Little did we then appreciate the great changes in this country and in this industry that would take place during the following twelve months.

At that time we were taking our first real step into the war. Washington was organizing, the country was gathering itself together, and this association of manufacturers was shaping itself for the responsibilities to follow. We little realized what a stupendous undertaking we had before us. I sometimes wonder if we realize even now what all these vast expenditures, this tremendous mobilization of our resources, and the awful exposure and sacrifice of the flower of our young manhood means to our country, our families, and our businesses for years to come.

And what has our association done to help meet this emergency? It has responded almost as one man; we have worked harmoniously together with the Government, with each other, and with the dealers and farmers in an effort to help produce maximum crops. While we have naturally kept the preservation of our own businesses in mind, yet it has seldom come to the surface that any man thought of his own business first. One of our active committees has been the Farm Implements Committee, which is our War Service Committee, and affords our point of contact with Washington. Its work speaks for itself.

At the time of our last convention, the Government was developing a Priority Board for the equitable distribution of the resources of our country for war purposes. Since then, there has been organized many new departments of the Government, but none more important than the War Industries Board, of which the Priorities Division is a part. A year ago there was no real authority back of the activities of the Priorities Board—today there is absolute authority. There is the power to make or break any man's business according to the way he conducts it and himself. In this great development that has taken place, we are more than proud of the members of this industry who have laid down their own work in their own offices, moved to Washington, and are devoting from 15 to 18 hours per day helping to solve the most delicate intricate national and international problems. Such names as Carr, Legge, Peek, Perkins, James, Butterworth, Glover, Mixter, Lea, Parsonage and many others will go down in the history of this industry as true patriots.

It is folly to say that any one factor is winning the war—it is the combination of all these effective forces so admirably self-controlled that will bring to us the final victory that is as sure to come as that the sun rises tomorrow.

### Of the Greatest Importance.

As affecting our own industry, six



## BERNARD M. BARUCH PATS THE INDUSTRY ON BACK

Letter Received at the Chicago Manufacturers' Convention From the Chairman of the War Industries Board

### TO THE TWENTY-FIFTH ANNUAL CONVENTION OF THE NATIONAL IMPLEMENT AND VEHICLE ASSOCIATION:

"We are reaching the top of the hill. The road has been long and the burden heavy. The hardest part lies straight before us. To get over the peak, and get over in a way to make certain that our climb has not been in vain, requires, now more than ever, the united effort of every man, woman and child in the country. We must all think the same thoughts, speak the same language and seek the same end, which is victory—a speedy and decisive victory.

"When that goal has been reached, a large share of the credit must and will go to those, like you, who formed the battle-line at home; who kept the men at the front supplied with the things they used so magnificently against the enemy.

"American business has proven itself worthy of the American spirit. It has asked for the chance of service and ignored the question of profit. It has 'played the game' and I am proud that the War Industries Board should be the clearing-house and central point of so fine, so effective and so willing a force in the Nation's life."

BERNARD M. BARUCH,  
Chairman, War Industries Board.

events stand out prominently, namely:

1. The Government's action in establishing the Priorities Division of the War Industries Board for the distribution of materials.

2. The creation of the Conservation Division and through it the effective elimination of many needless and wasteful types and kinds of machines—let us hope they will never return.

3. The President's proclamation of May 14, 1918, placing this industry under Federal control, and directing the secretary of agriculture to exercise this control.

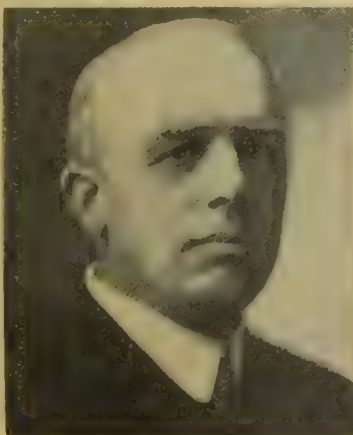
4. The Federal Trade Commission investigation of this industry, as directed by the United States senate.

5. The Federal control of railroads, permitting a heavy advance in freight rates that will cost this industry millions of dollars.

6. The War Industries Board's recent curtailment of the supply of materials to this industry to the extent of 25 percent, coupling with it a request that for the coming year we do our utmost to keep up the crop raising and the food supply of this country by the use of our present inventories plus 75 percent of the materials we had the previous year.

This industry uses annually approximately 1,200,000 tons of steel and 800,000 tons of pig iron. A saving of 25 percent on these two metals amounts to 500,000 tons. Mr. Edward N. Hurley, head of the Shipping Board, recently stated that it requires from 2,500 to 3,000 tons of steel and pig iron for each ship. Also, that each ship will maintain 3,000 to 4,000 men on the other side with food, ammunition and all necessary supplies. Therefore, the above releasing of 500,000 tons by this industry to be used for war purposes, if applied to the building of

ships, would furnish materials necessary for 200 ships; and, if each ship will maintain 3,000 to 4,000 men on the other side, this material that this industry is releasing would maintain 600,000 to 800,000 men for one year. This certainly is an object worth working for; and each person engaged in this industry should consider it a privilege and a great honor to put forth special effort on his part to contribute his share of this 500,000 tons, and to exert every ounce of energy in his organization to use the materials at



EX-PRESIDENT C. S. BRANTINGHAM

their disposal so that our farmers can have the necessary machinery to raise 100 percent of normal crops and, if possible, the full expectation of the Department of Agriculture, which I believe is 10 or 20 percent above normal. This cannot be done without thought, effort and hard intelligent work; but if we all meet this situation in the true patriotic spirit that I am sure we will, we will surely come very near to carrying the load that we

are called upon to do; and, in after years, we will look back on this effort with great pride and satisfaction.

### Curtailment Perhaps a Blessing.

It may also be one of the greatest business blessings, in disguise, that could possibly come to us; for if this war ends next year as we all pray that it will, this industry as a whole can well thank the War Industries Board for this curtailment if we have low inventories when the price readjustment time comes.

Our aim should always be to improve and advance our industry as a whole—let us make it a high grade, highly respected industry. In times of war let it be first and foremost in loyalty, in helpfulness, both personal and financial, and in self-sacrifice. In times of peace, let us constantly strive to keep our dealings clean, our development alert, and our personal interest in our Government and country a sacred duty high above all others.

Just a word regarding the development of our trade in foreign countries after the war—our plans should be laid now. We must support and encourage our merchant marine, and help maintain this Nation as a world commercial power. England, France and even Germany have already begun to make their plans for their foreign trade expansion after the war. It, therefore, behooves this industry not to be caught asleep when that day comes. The training of young men, both before and after the end of the war, for foreign trade should not be overlooked, for the competition will be keen and training and experience will count as never before.

Mr. Brantingham reviewed extensively the history of the twenty-five years of the association's existence. In concluding his address he paid a high tribute to



the personnel of the association's committees of the past year and the officers associated with him during his term as president.

S. F. Brigham, president of the auxiliary, outlined the character of the entertainment that had been provided for the manufacturers and their ladies, explaining that the entertainment features had been planned in keeping with the times. L. I. Gordon, a Four-Minute Man, made a thrilling plea for the successful oversubscription of the Fourth Liberty Loan.

### Committees Appointed.

The committee on nominations was nominated from the floor and unanimously elected. The names of those chosen follow: H. S. Lord, chairman; William Butterworth, H. J. Hirshheimer, W. Z. Carr and C. G. Rowley.

The president then announced the appointment of the following convention committees:

Resolutions—F. R. Todd, chairman; H. M. Wallis, F. E. Myers, E. J. Gittins and W. S. Thomas.

Necrology—A. B. McLean, chairman; H. M. Kinney and T. M. Sechler.

W. H. Stackhouse then offered his "unconditional surrender" resolution, which was passed amid tremendous applause.

The report of the executive committee was presented by G. A. Ranney, chairman. It follows in part:

### Report of G. A. Ranney.

Chairman of Executive Committee.

It is most gratifying to report that our membership has increased from 365 to 459. The service rendered the industry by the Farm Implements Committee has been helpful in bringing in new members, but the aggressive work of our secretary and general manager and the chairman of the membership committee is largely responsible for our growth. The association is in a strong financial position. The trade departments of the association, designed to serve specific lines and activities, have grown in number and importance during the past year. Frequent meetings have been held, with resulting benefits to those in attendance and to the industry.

The good name of the association was questioned by the Southern Hardwood Lumber interests in connection with contracts for United States army escort wagons assumed by certain of our members. The charge of profiteering was made by implication in a pamphlet that was given wide circulation. Your executive committee took prompt action and instructed its chairman to appoint a special committee from its members to meet the lumbermen for the purpose of confirming or disproving the charge. This committee held protracted meetings with the lumbermen, resulting in their public retraction of the implied charges of any unfair or unpatriotic practices on the part of the industry, its members or the standing committee of the association known as the Woodstock committee.

Information has been secured from our members that will be of interest to you. The questionnaire sent out for this purpose was not replied to by all members, but the responses were sufficiently representative to make the information of value. In condensed form these replies brought the following facts:

One hundred and forty-nine members reported that the recent increase of 25 percent in freight and passenger rates will add \$6,168,839 to their operating expenses. It is estimated that for the entire industry this increase will amount to over \$7,750,000.

From the organizations of 166 members, 14,750 employees had enlisted or been drafted in the army and navy prior to Sept. 1. Of that number, four members report 836 men, 916 men, 533 men and 3,982 men respectively. One member from Wisconsin says: "Eighty-four out of a factory and office force of 150. Is that not some record? All but ten volunteered."

Sixty-four members advise that 269 of their employees have received officers' commissions in the army and navy.

One hundred and sixty members report that the average number of employees on their payrolls during the year ended July 31 was 94,765.

One hundred and five members gave their labor turnover for the year ending July 31. It varied from 2 percent (lucky company!), to 500 percent. The average was over 100 percent.

One hundred and seventy-three members of the association purchased a total



SECRETARY E. W. McCULLOUGH

of \$25,298,300 of the first, second and third Liberty Loan Bonds. Their employees purchased a total of \$10,156,850 of Bonds of the same loans. This is a record that the association should be proud of.

Thirty members have donated the services of 63 individuals to the Government.

While the manufacture of agricultural implements is officially recognized by the Government as a national necessity, 58 of our members have taken on the manufacture of various kinds of direct war work in their plants, aggregating over \$40,000,000.

A look ahead may not be out of place at this time. We are all anxious to see the end of the war, but do not let us talk it or prophesy it as to time until we and our Allies have dealt with the Huns in the manner that they so richly deserve. This country is just getting into its war stride, and any premature talk of peace will only tend to retard the present pace. We want peace, but we want none except the right kind and that can come only after German militarism has been crushed for all time.

Both President Brantingham and Chairman Ranney were accorded a ris-

ing vote of thanks for their services to the industry through the association.

President Brantingham then called for the report of E. W. McCullough, secretary and general manager. Part of it follows:

### Report of E. W. McCullough.

Secretary and General Manager.

In accounting for my stewardship of the association's affairs for the past twelve months, it is a pleasure to be able to prolong the note of success and optimism sounded by your president and executive chairman who preceded me. The financial statement, Jan. 1, 1918, to Oct. 1, 1918:

#### RECEIPTS.

Bal. Dec. 31, 1917..	\$ 7,844.69	
Prepayments of		
1918 dues .....	4,787.50	
Prepayment of special service 1918..	25.00	
Trust funds .....	17,367.75	
Bal. on hand		
Jan. 1, 1918.....		\$30,024.94
Dues, 1918,		
active members ..		36,323.83
Dues, 1918		
associate members		1,650.00
Special service		
to members .....	70.00	
Interest on		
bank balances ...		539.24
Books, pamphlets,		
circulars and		
forms sold .....	1,212.79	
Miscellaneous .....	53.50	
Trust funds .....	21,083.05	
		\$90,957.35

#### EXPENDITURES.

Current expenses ..	\$25,200.78	
Furniture and		
equipment .....	532.19	
Books, pamphlets,		
etc. ....	994.83	
Miscellaneous .....	459.03	
Trust funds .....	9,047.41	\$36,234.24
Cash on hand		
Oct. 1, 1918		
bank and office.		\$54,723.11

#### ESTIMATED RECEIPTS.

Oct. 1, 1918, to Dec. 31, 1918.

Dues, active		
members .....	\$ 1,200.00	
Dues, associate		
members .....	90.00	
Interest on deposits	225.00	
Miscellaneous .....	100.00	\$ 1,615.00
Total receipts ...		\$56,338.11

#### ESTIMATED EXPENDITURES.

Current expenditures,		
Oct. 1 to Dec.		
31, 1918 .....	\$ 8,700.00	
Special expense—		
Attorneys, conven-		
tion, etc. ....	1,600.00	
Trust funds deposit		
Oct. 1, 1918.....	29,378.39	\$39,678.39

\*Estimated balance,  
Dec. 31, 1918... \$16,659.72

\*With no liabilities and contingent upon no special expense being incurred during the ensuing three months.

Note—All dues and assessments for the current year have been paid except \$1,569.09, practically all of which we expect to collect by or before Dec. 31.



## MEMBERSHIP.

Active members, total Oct. 1, 1918...306  
Active members, total Oct. 1, 1917...221

Net increase ..... 85  
Associate members, tot. Oct. 1, 1918...153  
Associate members, tot. Oct. 1, 1917...144

Net increase ..... 9  
Total membership, Oct. 1, 1918...459  
Total membership, Oct. 1, 1917...365

Net increase ..... 94

Prevailing conditions have surely emphasized more than ever before the great need of this work in every factory, and its study in such organizations as ours under proper restrictions. War has prevented our committee on manufacturing costs from functioning, yet they are not discouraged. An appeal was made on June 20, 1918, to the Federal Trade Commission to define our latitude and limitations in undertaking this work in our departments, but their reply was such that the matter was referred to the executive committee, which decided to table it for the present at least, as the time did not seem opportune to secure consideration which we feel the matter deserves. We are hopeful that after the war some way may be found to prosecute the work with the approval of the Government and to the benefit of our members.

Our relations with the dealers and their organization have continued with the same fraternal feeling which has existed for many years and our annual conference with their federation this year was not only well attended, but the subjects discussed were of great interest and importance. This year, far in excess of all previous years, have these journals of our industry given us practical co-operation through the giving of valuable space and personal effort to bring before the public information important to the winning of the war and promoting the development of our industry.

A rising vote of thanks was then given Mr. McCullough for the efficient conduct of his office.

## For Liberty, \$10,000.

H. M. Wallis stated that in view of the resolution pledging the support of the association to the Government in the conduct of the war, it would be consistent that a part of the surplus of the association fund be diverted to the purchase of Liberty Bonds. He thereupon presented the following resolution, which was unanimously adopted by the convention as a whole: "That the secretary and general manager of the association be hereby authorized to subscribe to the Fourth Liberty Loan to the amount of ten thousand dollars, Bonds par value."

## WEDNESDAY AFTERNOON SESSION

Sergt. Sam P. Barre, U. S. A., told of his war experiences in France up to the time he was gassed at the battle of Chateau Thierry.

President Brantingham called for reports from the presidents of the several departments of the association, covering their activities during the year.

A. T. Jackson, president of the Sales Managers' Department, said:

## Report of A. T. Jackson.

President Sales Managers' Department.

The Dealers' Federation conference was really preceded by a discussion of one of the subjects at our February meetings. Mr. Derry and Mr. Hodge were asked to meet with the sales managers' department and present their viewpoint or the viewpoint of the Dealers' Federation as to the discount on repairs. They presented that matter to us and very naturally we were in no position, either as principals or from a legal standpoint, to make any recommendations or any concessions as to the matter of discounts on repairs. We were very glad as individuals to take back their recommendations to our various companies, which we did, and concessions as I understand were made by a number of companies, and they came about as a result of the manner in which that was presented at that time.

## Considered Dealer's Discount.

There was no meeting following that conference until the subject of discount on repairs was presented by a number of the Dealers' Federation members and was followed by a number of ours. Mr. Sebenthal on behalf of the Dealers' Federation, Mr. Gossard and Mr. Derry presented their side of the question. Mr. Derry's paper has given you the viewpoint of the Federation. Mr. Allen and Mr. Todd for the Association presented the difficulties with which the manufacturers were confronted and what it meant to them if we attempted to revise our list, which would take months and possibly years. The dealers mentioned a number of inequalities in our repair list, which are perhaps correct, and which is quite likely to get into any business that has gone through the period of unrest and changed conditions as we have during the past two or three years.

I think that the dealers went away feeling that that portion of their demands at least, or request, would be given just as much consideration as it possibly could. As time goes on and conditions reach a more normal state, I feel that the discounts perhaps can be changed. Mr. Derry, I remember very well, mentioned that it was not possible for a dealer to handle repairs on a basis of the present discount, and it is to be hoped, at least as far as I am personally concerned—other manufacturers and sales managers must speak for themselves—that the dealers can be more nearly met on that issue.

Another question that provoked a lot of discussion and a lot of interest was "What will the National Federation do to induce its dealers to maintain themselves in the implement trade by dominating the tractor and plow machinery business?" We felt that this was a very timely question on account of the progress that is being made in power machinery and of the close alliance between the tractor and the power machinery, another condition that has come up with the automobile man on account of decreased production. The tractor manufacturers' side of the question was presented by Mr. Upton, who made the dealers feel that the tractor manufacturers as a whole, and he is speaking from his viewpoint only, wanted to market their product through the implement dealer. That is the man that

we have rubbed elbows with all these years, the man whom we are acquainted with. He is the man that the farmer would come to for his machinery to use with the tractor.

The same expression was made by Mr. Burns, and in response to those two gentlemen Mr. Turley and Mr. Stebbins spoke as to what the dealers' attitude would be. Mr. Stebbins said he believed that the implement dealer was the logical outlet for the tractor. He wanted the sales managers to take back the message to the manufacturers of tractors that they in turn wanted to market that product, that they felt they had given service all these years to the farmer and machinery user, that they would naturally come to them; that they had more satisfactory, expert knowledge and could give better service, that they were interested in the tractor proposition. It was brought out in the discussion by members of our department that the tractor manufacturer would hardly be satisfied with a catalog representation, that it was not possible to market the quantity of tractors many manufacturers were building unless the dealer placed that tractor sample on his floor and had it to show.

Mr. Stebbins stated that there had been some hesitancy on account of the difficulties that had been experienced in the early days of tractor manufacturing, and that the dealers were somewhat afraid to take hold of the tractor on account of the liability of the tractor being thrown back on their hands and of their not being thoroughly acquainted with internal combustion engines and the expert handling and starting and operating of tractors. He did say, however, that he felt that the tractor was being built up to a higher standard of mechanical perfection and that the implement dealers as a whole had now reached a point where they believed the tractor would go out and give good service to the user, and on that account they would be perfectly willing to do what they could in marketing the tractor this year.

## Favor Implement Dealer.

The implement dealer I think would be very greatly disappointed if the tractor manufacturer would elect to market his tractor through the garage man. I think myself it would really be an unfortunate condition, and I hope that the dealers will not only show their interest in the tractor proposition, but will take hold of it the same as they do the balance of their lines and have the confidence in it that it is entitled to. If they do, I see nothing but success ahead of them, and with the development in power machinery, the power and tractor and the farming tools are going to be so closely allied that in my judgment they belong on the implement dealer's floor.

That, gentlemen, covers in brief the result of that conference. If we can have some effort made that will result in more frequent conferences through the Dealers' Federation and the Sales Managers' Department, I personally know of nothing more helpful to the industry.

Reports on the work of the various departments are given by the following:

L. N. Burns, president, Plow and Tillage Department.

H. S. Lord, president, Grain Drill and Seeder Department.



H. J. McCullough, member executive committee, Farm Wagon Department.

E. P. Ross, president, Ensilage Machinery Department.

J. B. Bartholomew, president, Tractor and Thresher Department.

W. M. LaVenture, president, Credits and Collections Department.

R. W. E. Hayes, member executive committee, Sprayer Department.

### THURSDAY MORNING SESSION

President Brantingham announced that the day would be known as "War Service Day," the entire program having to do with various phases of the war in its relation to the farm operating equipment industry.

The following telegram was sent to members of the association actively identified with war work at Washington and elsewhere:

The officers and members of the convention by unanimous vote desire to convey to you as best we can our feelings of pride and appreciation of the great unselfish work you are doing for our country and the loyal, noble men in its forces. May you be given health and strength to complete the service you have undertaken.

"Our Government's War Organization" was the subject of a lecture by George A. Ranney, chairman of the executive committee, who gave a comprehensive and interesting discourse on the powers and functions of the several war organizations. Pictures illustrating Mr. Ranney's excellent lecture were thrown on a screen.

Not the least impressive feature of Mr. Ranney's lecture was the reading of the letter addressed to the convention by Bernard M. Baruch, chairman of the War Industries Board. A telegram of appreciation was sent to Mr. Baruch.

## Farm Implements Committee's Report

As Chairman of the Farm Implement Committee President Brantingham gave the report of the committee's activities, part of which follows:

During the early part of the past year, the industry was required to make applications for priority certificates in obtaining needed materials, which materials were distributed very largely on priority certificates. The committee acted upon 3,137 applications during this period. In addition to assisting in handling the distribution of manufacturing materials, this committee has been successful in establishing the industry in important positions with the Government with respect to the distribution of pig iron, coal, coke and fuel oil—none of which were distributed by priority certificates. We were also able to have the railroads recognize the importance of the industry in giving shipments of farm operating equipment preference over less essential freight.

On Jan. 1, 1918, the present Priorities Division of the War Industries Board of the National Council of Defense was established. This industry was given

Class B-1 rating, which was the highest industrial rating outside of direct Government requirements. This rating continued until July 1, 1918, when by priorities Circular No. 4, all Government and industrial activities were re-classified and this industry was classed "B-2." The only industry not engaged directly or indirectly on war work placed ahead of it being materials needed for the operation of the railroads. Today our industry retains its classification of B-2 in the matter of distribution of manufacturing material, although Priorities Circular No. 20 (known as Preference List No. 2), issued Sept. 3, 1918, classifies industries with relationship to: (1) The production and supply of fuel and electric energy; (2) in the supply of labor, and (3) in the supply of transportation service by rail, water, pipe line, or otherwise, insofar as such service contributes to production of finished products.

In this classification, this industry is given Class 4. In reviewing the items named in Classes 1, 2 and 3, it is the judgment of your committee that farm operating equipment, when placed in Class 4, is given a fair and just classification; for the reason that practically all



FINLEY P. MOUNT

the items named ahead of Class 4 are directly or indirectly essential not only in the conduct of the Government and the war, but are also essential in the conduct of our own plants, which would make it impossible for us to operate in full if we were lacking in the items named in the first, second and third classifications.

On Feb. 27, 1918, this committee presented to D. F. Houston, Secretary of Agriculture, a statement of "The Effect of War Conditions on the Farm Operating Equipment Industry," a copy of which was mailed to every person in the industry, all United States senators, congressmen and governors of all the states. This brief sets forth to a considerable extent the changes that had taken place in the cost of materials, selling prices of farm machinery, as well as the increases in prices of farm products between the pre-war period 1914 and 1918.

### Costing Price Unwarranted.

In June, when the prices of steel were established for the third quarter of 1918,

the basing point of delivery was changed from Chicago to Pittsburgh, thereby increasing the price of steel approximately \$5 per ton to all western manufacturers, on many kinds of steel, and over \$5 per ton on others. The embarrassment to the industry because of this change, which involved an average of upward of \$5 per ton on approximately 1,200,000 tons per year, or over \$6,000,000, was apparent. Your committee presented the situation to the Department of Agriculture and the War Industries Board, which resulted in a conference with the steel manufacturers and a modification of prices covering in the main this advance, notice of which has been sent to all members of the industry in F. I. C. Circular No. 18 dated Sept. 23, 1918.

On or about Aug. 13, 1918, the Malleable Iron Manufacturers changed from an average price for malleables to a classified price, which change if permitted to stand would increase the cost to this industry upward of \$100 a ton, which on the estimated tonnage of 200,000 tons, amounts to approximately \$20,000,000, about 60 percent of which is purchased from outside malleable makers. Your committee believes this advance in price is unwarranted, and will have a very detrimental effect on the industry as a whole unless remedied. Negotiations have been carried on with representatives of the malleable foundries; but the matter at the time of writing this report has not been adjusted. Your committee greatly needs more active cooperation from the members in dealing with this question, or this change will be a costly load for the industry to carry in years to come—especially for all manufacturers who do not make their own malleable iron castings.

Early in September your committee was called to Washington to confer with Edwin B. Parker, Priorities Commissioner, with respect to the Government needs for iron and steel, at which conference the industry was told through your committee that its supply must be restricted for the coming year from Oct. 1, 1918, to 75 percent of the amount received during the preceding twelve months. Full notice of this restriction and method of operation have been furnished the industry through circulars sent out. While this restriction is very severe, and will doubtless greatly inconvenience and injure many firms, which the Government suggests be overcome by taking on a certain amount of Government work that is needed, yet, as applied to the entire industry, this reduction will have the effect of cutting down the stocks of high priced materials and machines on hand with manufacturers by the end of the coming fiscal year. It is clearly our direct contribution of materials in winning the war.

The members of this committee greatly appreciate the loyal patriotic support given them by the industry. This has made their work possible. We also wish to voice our appreciation of the tireless efforts and devotion of W. J. Evans, secretary of the committee, also of his office force who have labored long and late at times that the work might be kept up.

President Brantingham then introduced Junius F. Cook, assistant to the convention, on the theme, "Farm Equipment Control."



President Brantingham stated that the Conservation Division of the War Industries Board is asking each division of the industry to review the eliminations already agreed upon, with a view to making still further eliminations to the greatest possible extent consistent with efficient agriculture. The plan at Washington is to eliminate every unnecessary item, regardless of the convenience of individual firms, when the necessity of winning the war requires. President Brantingham impressed the convention with the fact that the industry is one of the very few, if not the only one, that has been permitted to submit a slate of recommended eliminations.

### Already in the I. & T. T. J.

Before adjournment, President Brantingham read Circular No. 35, issued under date of Sept. 30 by the War Industries Board, Priorities Division, addressed to the agricultural implement industry.

This important message, which is to have such a far-reaching effect upon the industry, was first announced to the trade on pages 19 and 22 of the Implement & Tractor Trade Journal of Oct. 5. Much was made of the document at the convention and the manufacturers earnestly discussed its provisions.

### THURSDAY AFTERNOON SESSION

Following a continuation of the general discussion of priorities, President Brantingham introduced W. H. Stackhouse, who addressed the convention on "Some of the Effects of Government Operation of Our Railroad Systems." It was a masterly review of the subject.

H. F. Perkins, Industrial Management Advisor, War Labor Policies Board, Washington, delivered an address on "Labor." It revealed a broad and deep analysis of the subject and gained the complete attention of the manufacturers.

"The War Importance of Our Industry" was the subject of an address by Floyd R. Todd.

H. M. Wallis then delivered an address on "Our Industry After the War."

## Our Industry After the War

By H. M. Wallis

"Lloyd George in a recent statement said, 'What was disastrous to enter war unprepared is equally disastrous to enter peace unprepared.' In the preparation for peace we should be mindful of the fact that the present world war started as a commercial war, and our preparation for an enduring peace should consider well this cause, if we are to avoid a repetition of another military war as a result of the renewal of international commercial activities. The old doctrine of the survival of the fittest must give way to the newer ideal of world-wide democracy, for which we are fighting and which, I take it, means a better conception of and regard for the rights of individuals, and as well of nations.

"These sentiments, if they are to become a practical reality as a result of

the coming peace table conference, will overthrow some of the past industrial theories and policies, as completely as Prussian militarism is to be overthrown, particularly the one just referred to as the doctrine of the survival of the fittest. But whatever our hopes and sentiments, I think we all agree that we should be prepared when the present world war is ended to meet, in as practical a way as possible, the world's industrial army, which will again encircle the globe in all directions.

### In the Field of Finance.

"The problem of after war financing is one which I think will be as successfully solved as has been so far the problem of the readjustment of our financial status from a debtor nation to a creditor nation, and the successful raising, up to and including the present Liberty Loan drive, of approximately sixteen billion dollars. A country which can absorb the amount of foreign held securities which we were obliged to as a result of the



FLOYD R. TODD

great war, and in addition raise the tremendous sum mentioned for war purposes, much of which of course has been lent to our Allies, is certainly upon a sound financial basis.

"If further evidence of this be needed, the increase in our gold supply to \$3,219,701,600 at present, or Oct. 1, 1918, should set at rest all fears, provided we utilize this reserve, which, I take it, we will do, for the expansion of further sound credits, both at home and abroad, and which, under our Federal Reserve system, or in connection with it, gives us a wonderful storehouse of financial resources, upon which to build and operate after the war, and which I think will be needed, as the history of other wars has shown that after the period of readjustment, which must necessarily follow, there has developed an increasing demand for merchandise and products of all kinds. This was true of the period following the American Civil war and also the Franco-Prussian war of 1870-71, and while it may be argued that the losses incurred in those wars were insignificant as compared to the economic losses involved in the present great war, it must not be lost sight of that there is also a vast difference in the financial resources and efficiency of the world today and particularly this country.

In the products of the farm alone, this country had for several years prior to the outbreak of the war been adding annually in new wealth sums ranging from six to nine billion dollars, this last, at prevailing war prices, something over thirteen billion dollars.

### No Room for Bolsheviki.

"In considering the question of labor, the situation is somewhat more complex, and yet I think it is well not to take too great counsel of the fears which have been expressed by some, that we shall be confronted with an acute shortage of labor resulting in unduly high prices, or the fears, as expressed by others, that we may have a bolshevik movement in this country. Rather, I am inclined to look to the hopeful sign of greater efficiency, largely as a result of the military training which some two to three million men have thus far received and millions more will receive, if the duration of this war be long continued, and to the further efficiency in output by the labor-saving machinery and devices which have already been produced, and which will continue as the necessity arises, further emphasizing the old saying that 'necessity is the mother of invention.'

"Then, too, there has been brought about as a result of this war a somewhat broader and better understanding between capital and labor, and the relative importance of each and the necessity for each cooperating fully in the struggle in which we are engaged and the recognition of the changed conditions with which we will be confronted at the close of the war, and the looking of the issues squarely in the face, as some of the captains of industries are doing, particularly Mr. Schwab, who in a recent magazine article is quoted as saying, 'Everyone who returns from the trenches tells us that the men who have risked their lives and suffered for their country will demand a greater share in Government and greater reward for their work hereafter. This trend is inevitable and it should not be blindly opposed. It is fit and proper that labor should receive a fair share of what it helps to create.' Similar sentiments have also been expressed by Mr. Charles S. Sabin, president of the Guaranty Trust Co. of New York.

### Maintaining the Food Supply.

"The slogan that 'food will win the war' may be turned into one that 'food will make for continued peace,' and in the problem of readjustment of world-wide markets and conditions in connection with the food supply our industry is directly and vitally concerned. Many have feared a serious depression, due to the readjustment of food values and prices, and while there will of necessity be a readjustment downward from the war price level, here again, as in the case of labor, is involved the question of increased efficiency, as an offset to the decline in prices.

"While great changes have taken place in the development of agricultural resources since the close of the Civil war, up to which time little change had been noted in the manner of farming for a hundred years or more, with little or no attention paid to fertilization, all this

(Continued on page 23)



# Implement & Tractor Trade Journal

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Established by

CLIFFORD F. HALL

GEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, OCTOBER 26

QUITE evidently, judging from his friendly and punchful letter to the National Implement and Vehicle Association, "Barney" Baruch, chief of the War Industries Board, knows an enterprising and patriotic industry when he comes in contact with one.

SOME buck privates that we know about must have been happy to learn that something, even though it were the Fourth Liberty Loan, had run "over the top." [Diagram for persistent pacifists: The first sergeant of a company, always the last word in straw bosses, is known more or less affectionately as the "top."]

DURING the National Federation meeting in Chicago, something of discussion arose as to what next year's repair campaign should be named. George W. Collins, past president of the Western and past master in drollery, also arose and with his face all innocent of smiles, twinkles and other staple signs of jocularly, proposed a proposal. When he was a boy in England, he related, it was the custom of all mercantile enterprises, upon the slightest excuse, to advertise themselves with great dignity as "purveyors to His Grace the Duke of York" or "His Worship the Archbishop of Canterbury," as the case might be. There was one vender of catmeat who proudly proclaimed from the side of his cart which regularly made its rounds that the members of his firm were "purveyors to Her Majesty the Queen." This memory, dug up from that English period of his career preceding his decision to join the Jayhawker Club, gave Mr. Collins an idea. "Why not," he why-notted, "call the repair campaign 'National Farm Equipment Repair Week conducted by the Purveyors to His Majesty the Farmer?'" Such a designation, he maintained, would add much dignity and prestige to the noble profession of implement dealer. Whereupon another delegate snatched the floor from Mr. Collins and protested that the name proposed was too long. Confusion. And yet they say a son of Albion can't make or take a joke!

## PUSH IT OR BE PUSHED

WHEN T. J. Turley said at the National Federation meeting in Chicago that "you have to push the tractor business or it will push you," he covered a lot of verbal territory. The epigram sums up the situation to a nicety. Within the next few months the man who has been thinking about selling tractors must make the jump, or "forever hold his peace."

This thing of holding off in wait for "the perfected tractor" turns the ordinary virtue of caution into a business vice. Thousands of dealers once inclined to the automobile business practiced this same vice to their everlasting loss and, behold, the automobile, in a literal sense, has not been perfected yet. And it never will be. Neither will the tractor.

But the latter has come forward far enough to be accepted without apology to the over-conservative on its many merits. All tractors offered, to be sure, may not have reached a proper state of development, but there are plenty of good machines on the market. To this fact the hesitant dealer must awaken.

There is a narrow tendency in some directions to antagonize the automobile trade in its legitimate inclination to take hold of the tractor. Even though this be an emergency war measure on the part of the motor car man, adopted to escape the stagnation brought about by the curtailment of the passenger car business, still it is natural and fitting that he should turn to the tractor.

## THROUGH WHATEVER AVENUE

SOONER or later the farm equipment fraternity will welcome to the fold the automobile man who has attached himself and his business to the tractor. And it ought not to be later. In the executive field the motor car industry has drawn heavily upon talent trained in agricultural implement sales organizations. By way of returning the compliment, why shouldn't the retail farm equipment trade obtain recruits from the ranks of the better automobile dealers?

In time, and not a long time at that, the farm equipment trade, in the retail end of it, will all be of pretty much the same complexion, no matter through what avenue the individuals composing it entered. The pressure is all that way. No man can sell tractors alone very long. From the very nature of things he will be obliged to sell the auxiliary power farm machines and tools that go with the tractor. He cannot avoid it if he would.

There is a kind of a propaganda on

foot to create a tradesman called "the automotive dealer." To the extent that "automotive" means "self-moving," all live dealers are of that variety, whether they handle machinery or millinery. But in the sense that the enthusiasts expect a class of dealers to develop who will sell automobiles, tractors, trucks, airplanes, etc., exclusively, the expectation is made largely of dream-stuff.

## THAT SERVICE BUGABOO

FURNISHING service on tractors is not the same thing as furnishing service on automobiles, regardless of the confident assertions of some of the motor car men that they and they only are prepared to take care of tractors after they are sold. Of course the power plant of each is a gas engine, but when one has conceded that much he has conceded enough.

The motor of a tractor is built for much heavier and more constant duty than that of the automobile. Therefore it is not subject to the same ailments in the same degree. It takes tractor experience to give tractor service and there is more of such experience in dealers' establishments around the country than some are willing to admit.

Motor mechanics who have had service experience with both the tractor and the automobile are prone to say that the service problem on tractors is much easier of solution than on automobiles, despite the belief which seems to prevail that the farmer who has bought a tractor will bother the life out of the dealer who sold it in demands for free or cheap service; which goes to show that all the troubles in the world are not in the tractor trade. Indeed, the dealer who has selected a good tractor to sell has found himself thus far singularly free from trouble.

## A UNIQUE OPPORTUNITY

THE University of Illinois is now offering a course in tractor mechanics and mercantile methods to tractor dealers. Each course will last two weeks, the enrollment limited to 25. The opportunity is not restricted to Illinois dealers.

Thus, for the first time in the history of education, a great public institution recognizes the important position of the dealer in a newly developing industry. Surely it is to be hoped that the dealers able to avail themselves of the offer will respond in at least the numbers stipulated by the university.



# N. I. & V. A. WORKS WITH THE GOVERNMENT

(Continued from page 21)

has since been changed and the farmer no longer merely exists or lives off his land.

"He is a purchaser in large quantities of what today are considered necessities, but in those days were considered luxuries—some of the present day farmers' necessities so-called luxuries, i. e., automobiles, were not even in existence in those days. This expansion of the farmers' needs or desires has made for a constantly increasing and broader market.

## Transportation a Vital Link.

"In the matter of transportation, another vital link in the chain of development and progress which any country is capable of making, we are fortunately situated and we may look with optimism to the future development of this important link, both upon land and sea. Whether the vast railroad systems and trackage extending over the United States as it does from its extreme boundary lines east, west, north and south, is to be operated in the future under Government control or private ownership is a question which will, I believe, be fairly determined, to the end that if it be by Government ownership the individual owners will be properly compensated by the Government for the property taken from them.

"The main question in which we are concerned is that the transportation facilities on land as well as sea shall be efficiently and economically managed in the interest of all the people and the industries to be served. The issues of this war have brought forcibly to the attention of the American people and taught well the necessity for a merchant marine, concerning which a few years prior to the war it was impossible to arouse any public interest, particularly the inland portion of our population, but the necessity for ships and more ships has been so great and the struggle to obtain them so huge an undertaking that I think we may look with confidence to that branch of transportation being given necessary consideration after the war.

"The future, while full of problems, many of them complex, is also rich with opportunities. If we manifest the same intelligence and courage in grasping the opportunities and solving the problems incident to the reconstruction war period that we have manifested in the past as a Nation, and in the conduct of our businesses as individuals, we will surely reap the reward that is in store for all who patiently strive and serve."

## FRIDAY MORNING SESSION

At the opening of the Friday morning session President Brantingham introduced W. L. Derry, retiring president of the National Federation of Implement and Vehicle Dealers' Associations, as the man who had helped the farmers of his community at the forge, from which he had graduated a good many years before.

## From the Retailers Viewpoint

### An Address by W. L. Derry.

Mr. Derry's message from the retail arm of the industry follows in part:

"The retail implement dealer and the farmer in the community in which they reside have many things in common. The dealers have every opportunity to make themselves a necessity in said community. The dealers have long since learned that we cannot—nor do we—measure our success entirely by the profit of the business. We feel and know that our business is of great importance to the community, and we take pride in making it a success. We have taken it up as our life work, our time is practically all devoted to it. This being true, we must as a necessity endeavor to conduct it so that we will not only secure a fair profit for our service, but we must conduct it in a way that it



W. L. DERRY

will be a special pleasure to us. Our business is a part of our life. We must be in love with our work.

"We as dealers recognize the fact that some of the representatives of the manufacturers do not take the same view relative to business as we do. Possibly we are mistaken, but we are prone to believe that some of you at least measure your success entirely by the profit and dividends paid. The men who are the heads and managers of big business do not come in personal touch with their customers. They are not familiar with the problems with which their customers have to contend, and these same men, because of the lack of this knowledge, suggest and put into operation rulings for conducting their business that are detrimental to the interest of the dealer.

## As to Tractor Sales.

"Consider tractor sales. You have taken exception to the dealer's attitude relative to the sale of tractors. Many of you in past years came to us with the tractor in the experimental stage and asked us to enter into an agreement for the sale of them. Your contract provided

for cash deposits at the time of signing and cash settlement on delivery of tractor with a percent of commission for the dealer less than his percent of cost to operate his business, and you were disappointed when the dealers would not accept and enter into contract for the sale of tractors on such conditions.

"The retail implement dealers at this time are interested in the tractor business, if your contractors are liberal enough to assure a reasonable success. They feel that many of the manufacturers are now building tractors that have passed the experimental stage, and they can without doubt recommend them to their customers. The only question is the commission allowed and the terms of contract. Speaking of contracts, I wonder sometimes if you men who have in charge the management have ever read all the clauses in your contract. When I read some of them I feel that some of the clauses they contain cast a reflection upon my honesty and integrity.

"With the tractor comes the threshing machine. This will be and is a part of the business of the dealers who are selling tractors. Now think of a contract that reads that the dealer shall represent the manufacturer in the sale of threshing machines in his local territory, that he shall advertise the same in his local paper and pay for such advertising, that he shall be allowed a small commission of the sale of same, but should any of his customers go direct to the factory and make the purchase, the dealer will not be allowed any commission on the sale!

## Illegible Numbering of Repairs.

"We have time and again called your attention to illegible numbering of repairs. This should be of the greatest interest to you as well as the dealer. This is a great annoyance to the dealer, as well as expense. Many hours of valuable time are wasted endeavoring to get the correct number of repairs and many errors are made in their orders because they are not able to make out the number correctly.

"It is assumed by our farmer customer when he buys a machine that it is in perfect condition. We guarantee it to be so. Should there be any defective part, he expects us to furnish this part free, without any charge whatever, and if the part is defective, he has a right to demand this, because he pays for the machine with the understanding that it is right in every respect. You, as manufacturers, demand that we pay the transportation on this part to replace a defective part, and we as dealers must assume this expense, and many times this is the small part of the expense we incur by your sending out a machine with some part defective.

"Some departments of your association are now refusing to ship repairs except c. o. d., or cash with the order, thus adding to the cost of repairs unnecessarily, and we must pass it on to our customers or absorb it ourselves.

## On "Passing the Buck."

"Since I have endeavored to show you why the dealers hesitate to pass all the incurred cost to their customers, I think

(Continued on page 26)



# News of the Industry

## Wichita Show Comes Feb. 18.

The eighteenth annual Mid-West Tractor and Thresher Show will be held at Wichita, Kan., Feb. 18 to 22. The show will be an inside one this time. Herefore it has been an outside show, but the change is made because of the sometimes unfavorable weather conditions in February and because it was felt this will give better advantages to the out-of-town exhibitor. Hitherto the out-of-town man has been at a disadvantage compared to the local dealer with his storerooms at hand for display uses.

The show will be held in the Forum, which covers one-half block of ground and is of brick and concrete, part of it two floors. The event is an annual one that always draws large crowds of dealers, farmers and threshermen from throughout the Southwest, and the usual large attendance is expected this time. Extensive plans are under way to make the show complete and interesting.

Wichita now claims the distinction of being the second largest distributing point of farm power machinery in the country. Records show that 171 cars of farm power machinery were loaded out at the Jungle dock during the month of June, this not including machinery loaded from other docks and warehouses.

## Announce Turner Distributors.

The Turner Mfg. Co., Port Washington, Wis., manufacturers of Turner-Simplicity tractors, announces the appointment of two firms as distributors for their tractor. The Sears Automobile Co. has been appointed distributor for the greater part of Iowa, and the Mid-West Truck & Tractor Co., Omaha, Neb., will take care of the territory tributary to that city.

## Deere Building Changes Hands.

The John Deere Plow Co. building at Atlanta, Ga., changed hands recently, having been purchased by Hugh Richardson from Ernest E. Duncan for a consideration of \$150,000, according to the Atlanta Constitution. The property, which consists of five stories and a basement, is being used as a branch factory by the John Deere company, and is under lease, with sixteen years yet to run.

## BRANCH HOUSE BURNS

Loss Is \$560,000 in Fire of Advance-Rumely Thresher Co. at Des Moines.

The branch house of the Advance-Rumely Thresher Co. at Des Moines, Ia., was destroyed by fire Oct. 18. The loss is estimated at \$560,000, the value of the building being placed at \$60,000 and the stock at \$500,000. All is stated to be covered by insurance.

The building was a two-story brick building, in which 24 people were employed. A recent shipment of \$130,000 worth of farm machinery repairs had just been received and stored in the building at the time of the fire. The origin of the fire is not known.

W. J. Stevens, assistant branch manager, announced that the business of the branch would be continued in spite of the disaster. A new location probably will be secured. The Des Moines branch distributes annually more than a million dollars' worth of farm machinery in Iowa.

## Eureka Directors Meet.

At the annual meeting of the Eureka Motor Co., Utica, N. Y., the following directors and officers were re-elected:

President and general manager, H. G. Newcomer; vice-president, A. H. Munson; secretary, F. J. Ludemann; treasurer, G. W. Seybold; superintendent, William E. Gilroy.

The reports of the officers to the stockholders indicated a successful year and emphasized the strong trade connections of the company in every important agricultural district of the United States, as well as in many foreign countries. The directors authorized the construction of a large storehouse and the addition of new equipment to care for the increasing demand for the Eureka line.

## Former Bateman Official Dies.

E. C. Wilson, for many years connected with the Bateman Mfg. Co., Grenloch, N. J., and for a time secretary-treasurer of the company, died recently at his home at Plantsville, Conn. Mr. Wilson left the Bateman company in 1901, and was succeeded by Fred H. Bateman.

## Plan to Finance "Time-Sales."

A plan which deserves the attention and investigation of agricultural machinery distributors, both wholesale and retail, has recently been evolved by a group of Western financiers with a view of financing and collecting "time-sales" of tractors and other power farming machinery.

The plan referred to is that of the Western Farm Credit Co. of San Francisco, with branches in Portland, Ore., Los Angeles and Fresno, Cal., and it is simply an adaptation to the farmer's requirements of the time-payment plans already widely used in selling motor cars, pianos and many other articles.

The farmer using the plan selects the particular tractor or truck or thresher or feed chopper or other piece of machinery he is buying and pays a certain amount in cash, giving to the dealer by whom the sale is made, his note for the balance of the purchase price. The credit company then takes the note over from the dealer and attends to the collection, giving the dealer the cash. The plan applies to all tested and approved makes of tractors, the company furnishing the money having no interest in any particular tractor. The necessary note and contract form are provided by the credit company, which makes a charge for collecting and cashing the farmer's note.

## Cleveland Man in War Work.

A. F. Knobloch, vice-president and works manager of the Cleveland Tractor Co., Cleveland, O., has been appointed assistant to L. J. Horowitz in the Ordnance Department at Washington. In that capacity Mr. Knobloch will represent Mr. Horowitz in matters having to do with the practical, manufacturing and technical details in providing the fighting tanks required in Europe.

## John Penny Goes to Oliver.

John Penny, formerly connected with the Sharples Separator Co. and for the last few years representative of the Bateman Mfg. Co., has joined the sales force of the Harrisburg, Pa., branch of the Oliver Chilled Plow Works. His territory will be northern central Pennsylvania.

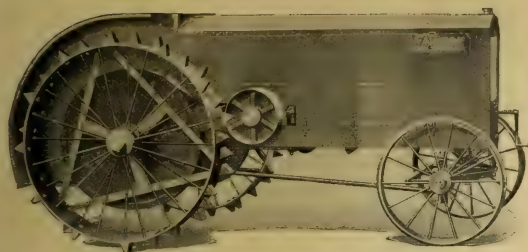


# The LAUSON 15-25

DUST PROOF-ALL GEARS ENCLOSED

the "full jeweled" tractor running on 24 Hyatt and Timken Roller Bearings—with the 30% super-power Lauson-Beaver Motor. All gears enclosed and running in oil.

15 H.P. at the draw bar for all farm tractor work—25 H.P. at the belt pulley for stationary engine work.



THE LAUSON 15-25

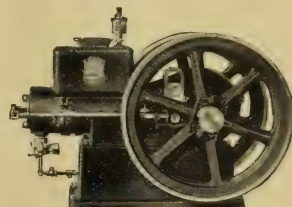
Lauson "Frost King" engines have more drop forged, machined parts than any other farm engine you can sell.

Standard Portable, Self-Contained and Stationary—all with Magneto ignition—all perfectly balanced to eliminate vibration.

Lauson-Edison Electric Lighting and Power Plants 30 volt and 110 volt.

## DEALERS

Build up a complete line of power for farm use. In the Lauson line you can meet every requirement with the best that can be built.



## JOHN LAUSON MFG. CO.

362 MONROE ST., NEW HOLSTEIN, WIS.  
For 23 Years Builders of "FROST KING" ENGINES

## E-B Dealers Are Increasing Crop Yields

As you can do by pushing the sale of E-B Grain Drills. Every E-B Grain Drill sold means a generous profit for the dealer, a valuable farmer friendship formed and a chain of E-B Grain Drill Sales started. It means in addition an increase in crop production. More bushels per acre. More bushels per man. More acres with the same seed.

### BECAUSE OF:

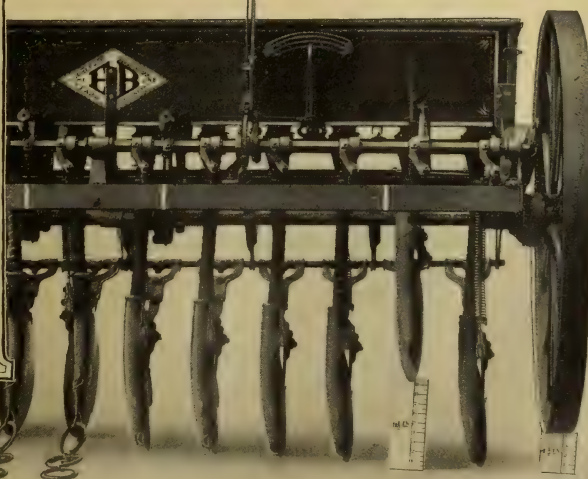
1. E-B Closed Delivery Boot and Deflector which places the seed accurately at uniform depth, at the bottom of the furrow.
2. E-B Dust-Proof Bearings.
3. E-B Quick Adjustment for Wear.
4. E-B Easy Oiling System.
5. E-B Patented Feed Cup.
6. E-B Patented Extension Spring Pressure.

Write for entire story—it's interesting and profitable.

Emerson-Brantingham Implement Co., Inc.  
Good Farm Machinery Established 1852  
Rockford, Illinois

YOUR PROBLEM—To increase crops with decreased help.  
YOUR REMEDY—E-B Tractors and labor-saving farm machinery.

## E-B Grain Drills





## FROM THE RETAILER'S VIEWPOINT

(Continued from page 23)

you will agree with me that if we expect to meet with success in our business, it would not be policy to do so. We cannot agree with the representative of a well known manufacturer who advises us to 'pass the buck' to our customer, the farmer, and I am sure you as a whole do not hold this view, that you as an organization do not encourage such a practice.

"If the retail implement dealers are the medium through which you desire to market your goods, and we have every reason to believe that you are agreed on this, then take advantage of the opportunity and capitalize the good will of the dealers by discontinuing the many annoyances. Cut out so much red tape. Make the dealer who represents you an asset in your business."

Following Mr. Derry's address, which was cordially received, A. T. Jackson, president of the Sales Managers' Department of the N. I. & V. A., gave a resume of what had been discussed at the conference between the sales managers and dealers' representatives the week before during the Federation meeting.

Then followed a general discussion of the problems that enter into the relations between the dealers and manufacturers. This was participated in by A. T. Jackson of the Emerson-Brantingham Co., Floyd R. Todd of Deere & Co., W. S. Thomas of the Thomas Mfg. Co., E. J. Gittins of the J. I. Case Threshing Machine Co., Charles S. Lukens, editor of Farm Implement News; George F. Massey, editor of the Implement & Tractor Trade Journal; Frank E. Goodwin, editor of Farm Machinery-Farm Power, and E. E. Whaley, editor of Implement Age.

Mr. Derry said that many of the manufacturers did not fully appreciate the inconvenience and embarrassment occasioned the retailers by the c. o. d. plan of handling repairs, especially inasmuch as the dealers were unable to tell the price of a part under the present chaotic condition resulting from the wide divergence of prices from the lists. The implement men, he declared, are not worrying about their ability to hold the tractor business in the face of other competition.

Finley P. Mount, head of the Advance-Rumely Thresher Co., then addressed the convention on "Development of Power Farming and What It Means in Winning the War." In part Mr. Mount said:

### An Address by Finley P. Mount

"Of course this war has developed a good many things besides strategists and a great many of the latter are not now and perhaps never will be in uniform. It has developed our manufacturing industry to an extent not only unparalleled but utterly amazing to the rest of the world. It has likewise developed through simple necessity greater farming operations, better farming operations, and more food production in the United States. The one point upon which all our strategists concur, whether volunteer or professional, is that food, more

food, and still more food, is the one big essential to the winning of the war and that the problem of producing this food naturally devolves upon the shoulders of the greatest food producers per man power involved, the world has ever known, the American farmer. The European produces more food per acre farmed than does the American; perhaps on an average twice as much, but the American farms ten times the acreage of the European. The average acreage farmed per man in Europe is less than five. In America it is more than fifty. It is intensive against extensive production, and so long as the land and equipment hold out, the odds still remain five to one in favor of America.

"When we speak of power farming machinery nowadays our minds naturally revert to the farm tractor. I say naturally, because the farm tractor is the newest form of labor-saving and crop-increasing tool created for the farmer's use. It must not be overlooked, however, that while the farm tractor and the power plow are of vast importance in solving the food producing problems now at hand, the grain separator and the many other power-driven harvesting machines hold the very important position of saving the grain after it is produced. The war might possibly be won without the farm tractor, though we doubt it. But the war certainly would be lost without the grain thresher. Imagine, if you please, threshing and saving nine hundred million bushels of wheat in one season with the methods in vogue before the grain separator was put in use. There is not enough wood in the country to make the necessary flails.

### Some Virtues of Power Farming.

"The farm tractor does not require an order of the Food Administration to set us on the road to intensive farming methods and herein lies its great use and necessity in winning the war. With its deeper and more seasonable plowing, better seed bed preparation, and consequent increased yields, it combines qualities of intensive farming with those of an extensive farming tool by enabling the farmer to greatly increase his acreage under cultivation and at the same time accomplish a tremendous saving of both man power and horse power.

"Just consider for a moment the problem of the American farmer in 1919. This year, 1918, he had for harvest fifty-eight and a half million acres of wheat, forty-four million acres of oats, one hundred and thirteen million acres of corn, and other food producing acreage in proportion. This same farmer next year, after having tremendous drains on his man power by the military draft, and further man power losses to munitions plants caused by the high wages offered there, is asked to produce in 1919 an increased acreage of from ten to twenty percent of wheat and whatever increase in other food products is possible with the remaining tillable acreage. His problem would be heavy enough if he were called upon merely to duplicate the performance of 1918, and if he had at the same time the same man power and the same horse power at his command, but this he has not. It is yet too early to reach safe conclusions as to the percentage of loss the farmer will sustain in his man power, because this loss comes

from a sudden and extraordinary demand and we have no adequate rule or experience by which to measure. His horse power, however, is clearly diminishing, and is likely to continue to diminish. It is stated on good authority that forty-seven thousand horses are killed on the western front every thirty days. We have no figures on the horse power of the American farmer since 1917 and none therefore since we entered the war. In 1910, however, there were twenty-three million horses in the United States, of which nineteen million eight hundred thousand were on the farms. In 1917 there were twenty-one million horses in the United States, of which seventeen million nine hundred thousand were on the farms.

### How It Saves Food.

"Another point to be considered in this connection is the saving of food effected by the tractor. When food is so sorely needed as it is now, the use of horse power to produce food is wasteful and uneconomical. The horses on the farms of the United States literally eat their heads off every day. It has been estimated, with what accuracy I do not know, that one-fifth of the entire acreage of the country is required to feed the draft animals with which the crops are raised.

"Fortunately for the industry, and the farmer, I think, as well, the tractor has been developed by men who understand the problems of farm machinery and especially power farming machinery, that is, practical men, men who combined with engineering science years of invaluable experience in designing, testing, trying out and making stand up, tools and machinery to meet the needs of the farm, men who would no more undertake to build and market a tractor on engineering experience alone than we or any of our Allies would now undertake to equip an army in the field with an airplane built on engineering experience alone.

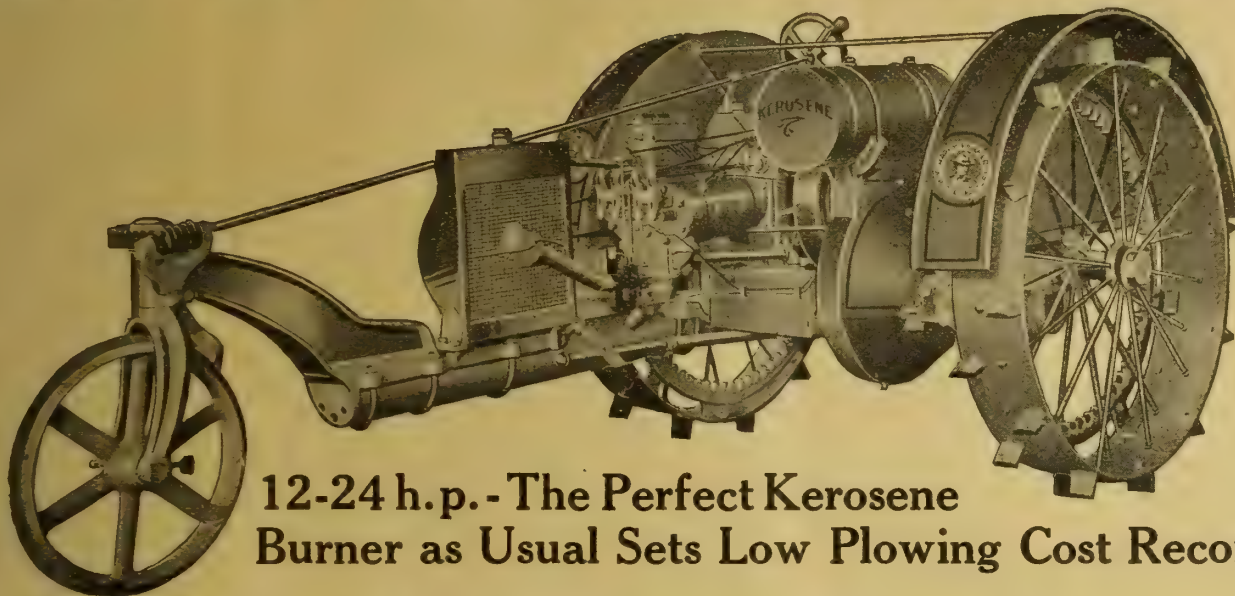
### An Answer to Critics.

"We know that some of our friends in kindred fields and some of our tractor manufacturers are inclined to chafe somewhat at what they believe to be crudities in the design of some of the machines made in greatest numbers and now most generally in use. They also chafe somewhat at the apparent slowness of some of the older manufacturers in adopting newer and alleged better designs. Our answer to such criticism and critics, it seems to me, should be this:

"When your new designs have shown in the field not only that they will stand up under the heavy work they are intended to do, for a period of years equal to what the cost of a tractor says the life of a tractor ought to be, you will then have a sound logic back of your argument, which now you have not. We do not advocate a conservatism which stands still, nor reject sound criticism, or new ideas. We are convinced the tractor is yet in its infancy and that the best tractor of the future has not yet been built, but we do object to being ambushed into doing something foolish or hasty and to being asked to carry on experiments in the field at the expense of the American farmer and of American food production."



# THE FAMOUS La Crosse Tractor



**12-24 h.p. - The Perfect Kerosene  
Burner as Usual Sets Low Plowing Cost Record**

**33.4 cents per acre - Not low for us, but much lower than any other tractor**

**Read this Copy of the Official Report of Fuel Consumption Tests Marion County, Ohio, Tractor Demonstration, Oct. 2 and 3, 1918, Columbus, Ohio.**

Name of Tractor	Type	Rating	Plows	Kind of Fuel	Fuel Cons'd, Acre		Cost of Fuel per Acre	Acres Plowed Per Hour	Depth of Plowing
					Gas.	Kero.			
					(Gals.)	(Gals.)			
Farmer Boy.....	4 cyl.	10-20	2-14 in.	Gasoline	3.41	....	\$0.852	0.696	8 in.
Whitney.....	2 cyl.	9-18	2-14 in.	Gasoline	3.18	....	0.795	0.730	8 in.
Hart-Parr.....	4 cyl.	15-30	3-14 in.	Kerosene	0.08	4.11	0.574	1.05	8 in.
Elgin.....	4 cyl.	9-18	2-14 in.	Gasoline	4.66	....	1.165	0.43	8 in.
Moline.....	4 cyl.	9-18	2-14 in.	Gasoline	2.46	....	0.615	0.739	8 1/2 in.
Emerson.....	4 cyl.	12-20	3-14 in.	Kerosene	0.06	4.47	0.618	0.771	8 in.
Case.....	4 cyl.	9-18	2-14 in.	Kerosene	0.49	3.03	0.536	0.48	8 in.
Case.....	4 cyl.	10-20	3-14 in.	Kerosene	0.66	4.41	0.955	0.73	8 in.
Mogul.....	1 cyl.	10-20	2-14 in.	Kerosene	....	3.42	0.461	0.673	8 1/2 in.
Titus.....	2 cyl.	10-20	2-14 in.	Kerosene	....	3.76	0.507	0.569	8 in.
Cleveland.....	4 cyl.	12-20	2-14 in.	Gasoline	3.00	....	0.75	0.83	8 in.
Lauson.....	4 cyl.	15-25	3-14 in.	Kerosene	....	4.00	0.540	0.786	8 in.
LA CROSSE.....	2 cyl.	12-24	3-14 in.	KEROSENE	0.07	2.35	0.334	0.936	8 in.
Geneva Form-a-Tractor.....	....	....	1-16 in.	Gasoline	3.37	....	0.842	0.375	8 in.
Parrett.....	4 cyl.	12-25	3-14 in.	Kerosene	0.06	3.02	0.478	0.92	8 in.
Frick.....	4 cyl.	12-25	3-14 in.	Kerosene	0.082	2.85	0.406	1.05	8 in.
Huber.....	4 cyl.	12-25	3-14 in.	Gasoline	2.70	....	0.675	0.97	8 in.
Huber.....	4 cyl.	12-25	3-14 in.	Kerosene	0.45	2.61	0.466	1.01	8 in.
Fordson.....	4 cyl.	....	2-14 in.	Kerosene	0.03	3.99	0.546	0.90	8 in.
Bates.....	4 cyl.	12-20	3-14 in.	Kerosene	0.07	3.55	0.491	1.38	8 in.

NOTE: Gasoline was figured at 25 cents per gallon and kerosene at 13 1/2 cents. The weight of the gasoline was 6.175 lbs. per gallon and kerosene at 6.7 lbs. per gallon.

(Signed.)

DEPARTMENT OF AGRICULTURAL ENGINEERING,  
Ohio State University,  
Columbus, Ohio.

## DISTRIBUTORS EVERYWHERE

**TRACTOR SALES CO., OKLAHOMA CITY, OKLA.**

Distributors for Oklahoma and Texas Panhandle

**THE SIMPLEX SPREADER MFG. CO., KANSAS CITY, MO.**

Distributors for Kansas and Western Missouri

**T. G. NORTHWALL CO., OMAHA, NEB.**

Distributors for Neb., S. W. Iowa and Southern So. Dak.

Meadows Mfg. Co.....Pontiac, Ill.  
Griffin-LaCrosse Tractor Co.....Mason City, Ia.  
Geo. J. Gardner, 136 So. Senate Ave.....  
.....Indianapolis, Ind.  
M. Maloney Co., Inc.....Syracuse, N. Y.  
Hartz Machinery Co.....Philadelphia, Pa.  
Ohio Happy Farmer Tractor Co.....Bucyrus, O.  
Ashton Starke Imp. House.....Richmond, Va.  
J. B. Gabeline.....Burlington, Ia.  
Ditmars, Kerr & Co.....West Liberty, Ia.  
LaCrosse Auto Co.....Minneapolis, Minn.  
St. James-LaCrosse Tractor Co.....  
.....St. James, Minn.

O. K. Hafsoe.....LaCrosse, Wis.  
Wisconsin Tractor Sales Co.....Oshkosh, Wis.  
South Dakota Tractor Co.....Watertown, S. D.  
LaCrosse-Dakota Tractor Co.....  
.....Grand Forks, N. D.  
Minot Motor Sales Co.....Minot, N. D.  
M. Grever & Co.....Glen Ullin, N. D.  
R. S. Klitz.....Great Falls, Mont.  
O. E. Peppard.....  
.....Missoula, Mont., and Spokane, Wash.  
Gem State Oil & Products Co.....Pocatello, Idaho  
Knoxville-LaCrosse Tractor Co.....  
.....Knoxville, Tenn.

J. H. Cordes.....West Alton, Mo.  
Blun-Dimmitt Co.....Savannah and Atlanta, Ga.  
Burwell-Walker Co.....Charlotte, N. C.  
R. A. Bearden.....Selma, Ala.  
Northwest Auto Co., Inc.....Portland, Ore.  
Florida Tractor & Implement Co.....  
.....West Palm Beach, Fla.  
M. C. Cross.....Little Rock, Ark.  
Happy Farmer Co., Ltd.....Winnipeg, Man., Can.  
J. D. Adshad Co. (Alberta), Winnipeg, Man.  
Renfrew Machinery Co., Ltd.....Renfrew, Ont.  
Gaston, Williams & Wigmore, Inc., Ex-  
porters.....New York, N. Y.

**LA CROSSE TRACTOR CO., La Crosse, Wis.**  
Manufacturers—Not Assemblers.





## Oliver Listers

You well know that the ability of any implement to do good work is one of its strongest selling points. This is why Oliver listers are easily sold.

When seeds drop through the short, straight seed spout of an Oliver lister, they fall directly and quickly into a properly made furrow and are covered at a uniform depth. This, together with the fact that the seed drop of this planter works accurately, is the reason for the good, even job of planting that an Oliver lister does.

Oliver listers are made in two and four wheel types which enable you to sell your customers the lister that best suits their needs.

The safest assurance that you will receive Oliver listers next year is your order now. Government restriction of steel for the manufacture of farm implements means that only a limited number of Oliver listers can be produced.

## Oliver Chilled Plow Works

Plowmakers for the World  
Kansas City, Mo. Omaha, Neb.  
Dallas, Texas



## FRIDAY AFTERNOON SESSION

F. R. Todd, chairman of the resolutions committee, was next called upon for his report, which follows in part:

### Cooperation With Government.

Whereas, the licensing of this industry under the Food Bill, and the control of its supply of material and the character of its production by the War Industries Board has brought us closely in contact with the Department of Agriculture and the Priorities and Conservation Division of the War Industries Board; and

Whereas, we have received from all these Government bodies the heartiest cooperation and most painstaking consideration; now therefore be it

Resolved, That we hereby express our appreciation of the consideration shown our industry and pledge to the Government, the President of the United States, the Department of Agriculture and the War Industries Board our full cooperation in the carrying out of the war program.

### Maintaining Production.

Whereas, the Government has given us preference in our supply of material so that this is the only industry not directly engaged in war work which has been permitted to produce upon a normal basis and carry normal inventories; and

Whereas, largely increased tonnages of iron and steel are needed during the coming year for our war program, making it necessary to reduce our allotment of iron and steel 25 percent of the amount received during the year ending Oct. 1; and

Whereas, the Government has requested that in the use of material so allotted the farm implements manufacturer shall, by the production of the more essential tools, endeavor to avoid any reduction in crop; therefore be it

Resolved, That this industry pledges its full support to the Government in producing, with the materials allotted and out of inventories now on hand, such machines as will minimize the reduction of crop and, if possible, entirely avert any curtailment of the food supply.

### Export Trade and Merchant Marine.

Whereas, the nations of the world will require largely increased supplies of farm machinery in order to take care of the food demand after the war and particularly to prepare, plant and cultivate those acres which have been devastated in France and Belgium; and

Whereas, this will open a new field to the farm implement industry and afford it new opportunities; therefore be it

Resolved, That we urge upon our members early action to take full advantage of this new field, and upon Congress the necessity for such modifications in its marine laws as will permit this country to compete upon the high seas with countries abroad, and will also enable it to land its products in the ports of entry where they are required, upon a competitive basis.

### Early Orders and Shipments.

Whereas, the plan of the Government for the necessary curtailment of our supply of materials has placed upon all of the factors engaged in this industry a patriotic duty to provide that the right machine shall be in the right place at the right time, to the end that the crop may not be curtailed; and

Whereas, such action upon the part of the industry requires early knowledge by the manufacturer of the kinds of tools that the farmer will require; and

Whereas, shipment of munitions and transportation of men bid fair to cause a freight congestion during the coming winter, which necessitates that these farm implements should be gotten to their destination much earlier than usual; therefore be it

Resolved, That we urge upon all the manufacturers of this industry the necessity of getting early information as to the quantity of machines that they can produce under the curtailment of material supply, and as to the actual needs of the dealer so that these machines may be properly distributed; and be it further

Resolved, That we urge upon the dealer

the necessity of hearty cooperation in the placing of early orders and fixing early shipping dates that the curtailment in supply may not be disastrous to any individual territory because of the dealer serving that territory not being fully alive to his obligation to assist in the equitable distribution of a decreased supply.

### Chamber of Commerce Report.

Resolved, That we approve the report of the United States Chamber of Commerce to the President relative to the Federal Trade Commission and urge upon the President that the vacancies upon that commission be filled at an early date by the appointment of substantial experienced business men.

### Farm Implement Committees.

Whereas, the Farm Implements Committee has at all times most ably and faithfully served this industry and the members of this association since our country has been at war; and

Whereas, through their labors, our industry has been brought into closer and more intelligent relationship with our National Government, enabling us to better serve our country and ourselves; be it therefore

Resolved, That we approve all their actions and hereby express to them, collectively and individually, our sincere thanks and appreciation of their valuable services.

William Butterworth, in the absence of H. S. Lord, chairman of the nominations committee, read the report of that committee. It was unanimously adopted.

### FRIDAY NIGHT BANQUET

As guests of the Auxiliary composed of associate members of the association, the manufacturers were entertained at a war-time banquet in the Gold Room of the Congress. Mr. Brantingham was toastmaster.

## GETTING THE EMPLOYEE'S IDEA

(Continued from page 15)

company and its employees. Many improved methods and designs in equipment tending to eliminate waste of motion, materials and energy have resulted. All of them working to the benefit of both company and employees. The plan has come to be regarded by the employees as their principal mouthpiece for communication with the management, and they know that their communications through this channel will always receive careful consideration.

"A Strictly Business Proposition"—that is the essence of the plan, the company considering that many heads are better than few and being willing to pay for the use of them.

The Signal Corps was the first branch of the United States Army to utilize the automobile in any capacity. This was in 1899.

### Canadian Firm Incorporated.

The Yarker Mfg. Co., Ltd., has been incorporated at Yarker, Ont., to manufacture machinery and farm implements. Capital is \$250,000. Incorporators are Clive Pringle, Norman G. Guthrie, William S. McCauley and others, all of Ottawa.



# THE TRACTOR ENGINE Beaver



## A Brute of an Engine!

The most fearful punishment that an engine can get, it receives in tractor service. The strain of continuous pulling, the heat and the dust, will wrack it to pieces mighty quick—unless it's truly *built for the work* as BEAVER is.

BEAVER Engine is a brute for strength. Such rods and bearings and crankshaft, you never saw before in an engine of this size. Big in every working part, it hauls its heavy load for hours without strain.

It is a valve-in-head motor, burning kerosene. The power developed by its four great  $4\frac{1}{2}$  x 6-inch\* cylinders is applied at the low speed of 950 R.P.M. The compression

\*Also made  $4\frac{1}{4}$  x 6".

is figured at a pounds-pressure accurately determined to produce power at its *highest* and *smoothest*. Its cooling and oiling systems are marvels. Its accessibility leaves nothing to be improved upon.

If you've ever watched a BEAVER-powered tractor work, you've seen a remarkable exhibition of cool, steady, tireless pulling!

Several makes of high-powered, medium-sized tractors are making performance records with the help of BEAVER Engine. They're proving every day that BEAVER is, both *practically* and *engineeringly*, right!

BEAVER MANUFACTURING CO.  
Milwaukee, Wisc.



## SAVE WASTE IN TRANSPORTATION

*(Continued from page 13)*

agency wish to make a quick shipment. It will be necessary to keep a daily record of these and cross off the truck or the shipment as soon as it is learned that the truck has gone back to its home city and is no longer available or the shipment has been completed.

A system of daily interchange of information regarding this irregular service should be arranged with bureaus in other cities, so that a truck operator in Hartford, for example, who has a load to haul to New Haven can learn from the bureau in Hartford before starting where and on what day or at what time he can secure a load in New Haven to take back to Hartford. He may find that by delaying his own shipment a day or by making it a day earlier he can get a return load, whereas otherwise he might have to return light. Shippers, therefore, should be urged to give as much advance notice as possible of shipments they wish to make.

Within a short time this system will extend to long distances. Recently a company in New York called up the chamber of commerce, before any re-

turn-loads bureaus was established there, and stated it intended to send a motor truck to Vermont to bring back some machinery and wanted to know where a load could be secured to take to Vermont or at least a considerable part of the way. Another company called up and said it had a truck coming from Philadelphia with a load and wanted to get a load going back. Motor express lines are already operating on daily schedule between New York and Philadelphia, between Hartford and New York, and between Boston and Hartford.

It is the purpose of the Highways Transport Committee to bring about, just as quickly as possible, the organization of return-loads bureaus in all cities where it will be beneficial and to establish reciprocal relations among them on the plan of the Connecticut system.

## SOLVING THE DEMONSTRATION PROBLEM

*(Continued from page 15)*

program of demonstrations this fall. A platform was placed on a Nash Quad truck sufficiently large to carry the Bates Steel Mule tractor and an Oliver 3-bottom plow used in the

demonstrations. Four 3 x 12-inch planks to be used as a runway in loading and unloading the tractor were added to the demonstrating equipment and carried on the truck.

That completed the equipment. The tractor and plows in a very short time can be mounted on the motor truck and transported from one distant point to another very quickly. The truck with the load can average sixteen miles an hour.

The company perhaps has an edge over the average implement dealer in the fact that it also sells trucks, trucks are becoming rather necessary things on the farms these days. John Blair, in charge of the company's tractor line, goes along and talks tractor, and when he gets through or gets tired Heinie Johnson, the Utah truck salesman, gets up and talks Nash Quad motor trucks.

The plan works so well that the company is fixing up a second one of these rigs in order that they can make a larger number of demonstrations. They are likewise urging that their dealers adopt the same plan in their respective territories and they anticipate that several more such outfits will be in their territory in good season for spring plowing demonstrations.

# 18th ANNUAL



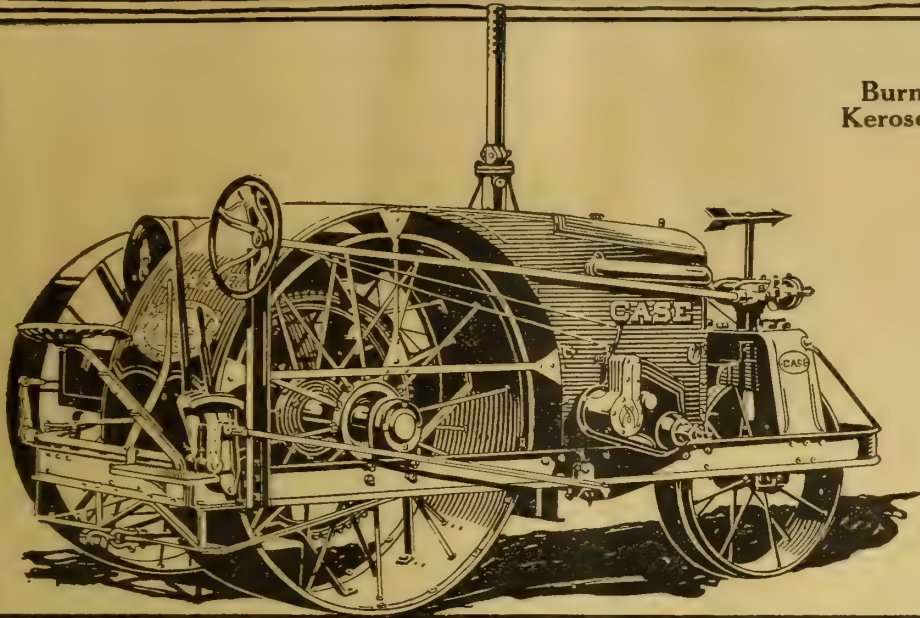
# Feb. 18-22, 1919

will be held in the Forum and Annexes. Over two acres of floor space—concrete and brick. The Forum and Annexes cover over one-half block of ground; some of it two floors. An exceptional amount of publicity is being given this show.

*Regarding space and further information, write or wire*

**The Wichita Thresher and Tractor Club**  
 Wichita (Incorporated) Kansas



Case  
10-20Burns  
Kerosene

# To Fill Hurry-Up Orders

*This Case 10-20 Ready for Immediate Delivery*

Thanks to the far-sighted policy of our production department, we are able to ship these Case 10-20 Kerosene Tractors immediately upon receipt of your orders.

We do not know how long our supply will last, but those we have will be distributed to dealers as fast as trains can bring them.

Thus you are able, if you act quickly, to obtain for your customers a tried, well known machine, of which there are thousands in daily use all over the country.

We have built this 10-20 since 1914 and farmers everywhere attest to its economy and dependability.

This 10-20 has plenty of reserve power. Its rated pull of 1,650 pounds on the drawbar can be increased to 2,600 pounds. It pulls three plows anywhere a good team can pull one plow continuously.

Its design and hitch is such that all side draft — so common in most 3-plow tractors — is avoided. All wheels run on unplowed ground — the combined tire width is 32 inches.

It has a 4-cylinder Case motor, with removable head. It is equipped with a Case-Sylphon Thermostat which insures complete combustion of kerosene at all loads. And it has a Case air washer, which prevents dust and grit from entering the cylinders.

Examination of this 10-20 will disclose its splendid design and workmanship. As you go over its specifications and illustrated description you are certain to agree with the thousands of owners that this tractor is remarkably efficient.

Write or wire the nearest Case Branch House or direct to our General Offices if you are anxious to please your customers with the finest machine and quick delivery.

*Please do not wait until the supply is exhausted*

**J. I. Case Threshing Machine Company, Inc., 1451 Erie St., Racine, Wis., U. S. A.**  
(Founded 1842)

(815)







## "Flu" Affects Business

### Organizations and the Trade Suffer as Result of the Epidemic.

Kansas City, Mo., Oct. 26.—The effect of the epidemic of influenza is being felt on the business and organizations of the implement houses in the West Bottoms. Few dealers have been in the city, and the retail trade complains that the farmers are avoiding danger by not going to town.

M. J. Healey, general manager of the John Deere Plow Co., was taken to St. Joseph's hospital last Friday suffering from the malady. Mr. Healey returned Wednesday from attending the funeral of L. C. Frisk, manager of the Denver branch, who was a victim of the disease. Mr. Healey had been in Denver conferring with Mr. Frisk just before the latter was taken sick. Mr. Healey's condition Thursday was not thought to be serious.

The three-day session of Oliver Chilled Plow Works travelers this past week was cut short in order not to conflict with health board rules. E. M. Heyelman, chief designer for the company, was here from South Bend.

Ira T. Wait, manager for the Stover Mfg. & Engine Co., was notified that the annual sales meeting to be held at Freeport, Ill., Oct. 21 and 22, was cancelled because of the epidemic.

W. H. Oliver, a division sales manager

for the John Deere Plow Co., contracted the illness while out on the territory and came home from Washington, Kan. Mr. Oliver is improving fast.

Roy Moore, traveler for the Rock Island Plow Co., in the Mankato, Kan., territory, has been notified of the death of his brother at Camp Funston, Kan., due to influenza.

Word has been received in Kansas City of the death of the wife of Ross Hall, for a number of years a traveler for the John Deere Plow Co. in southeastern Kansas. Recently Mr. Hall has been connected with the A. Hood & Sons' Implement Co. and has been making his home at Bronson, Kan. Mrs. Hall was buried at Bronson Wednesday.

### B. E. Mead a House Salesman.

B. E. Mead has been appointed branch house salesman for the J. I. Case Thresh-



B. E. MEAD

ing Machine Co. to succeed W. R. Ellis, recently appointed assistant manager. Mr. Mead has been in the employ of the company since 1910, when he started as a motor car expert. In 1913 he took charge of the sales work in eastern Kansas, where he has been very successful.

### Change Travelers' Territories.

J. L. Murphy, formerly traveling for

the Stowe Supply Co. in southern Nebraska and a part of Colorado out of Beatrice, Neb., has moved to Denver. He will travel the Colorado and Utah territory. S. T. Steinmetz, in the office sales department for the past year, will succeed Mr. Murphy in the Nebraska territory and will make his headquarters at Hastings.

C. C. Chapman and S. E. Pratz, formerly travelers in the Colorado and Utah territory and Kansas, will only travel in Kansas, Mr. Chapman the Concordia territory and Mr. Pratz the Hutchinson territory.

### S. R. Lance Goes to California.

S. R. Lance, for the past six years a traveler for the Rock Island Plow Co. in northwest Missouri, has resigned in order that he may go to California for his health. Mr. Lance will be succeeded by Ross Hamburg of Topeka in the northwest Missouri territory.

A. E. Carson, dealer at Brunswick, will close out his business and enter Government work, it is understood.

The wheat in the five counties west of Salina, Kan., looks mighty good to C. H. Anderson, assistant manager for the J. I. Case Plow Works, who has just returned from a trip through that section with Fred Mathews, traveler.



## Season Is Long This Time

### Business in Tractors and Plows Is Still Active.

Minneapolis, Minn., Oct. 24.—In addition to the contracts for spring there is a good steady run of present business. Wagons, fanning mills, pumps, repairs, automobile bodies and cabs, and numerous other seasonable items are in demand. The way the demand for trac-

### BE SURE YOU ARE SELLING THE CANNON OILERS

None genuine without this name stamped on side of can. Do not be deceived by cheap oilers made to resemble the CANNON.



The Genuine Cannon Pump Oiler is built of the best of material, including all brass valves, valve seats and valve springs; heavily reinforced body and bottom construction, and with ordinary care will last a life-time. Spout lengths 6 in. to 15 feet. Two Types: Brass or Tin. Insist on the Genuine Cannon Oiler for Economy, Safety, Convenience, Long Life.

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**THE CANNON OILER COMPANY**  
Successor to R. E. BLOOMER,  
Kelthsburg, Ill., U. S. A.  
Mfr's. The Original and Genuine  
"Cannon Oilers."

A Classified Ad  
Will Save  
You  
Money  
and Make  
You  
Money  
Only 2c per  
word  
Send it Today

## HOTEL ROME "The House of Courtesy" OMAHA

### CONVENTION HEADQUARTERS

This bus makes all trains at all hours. When you arrive look for Hotel Rome Auto Bus upstairs. Fare 10 cents each way.

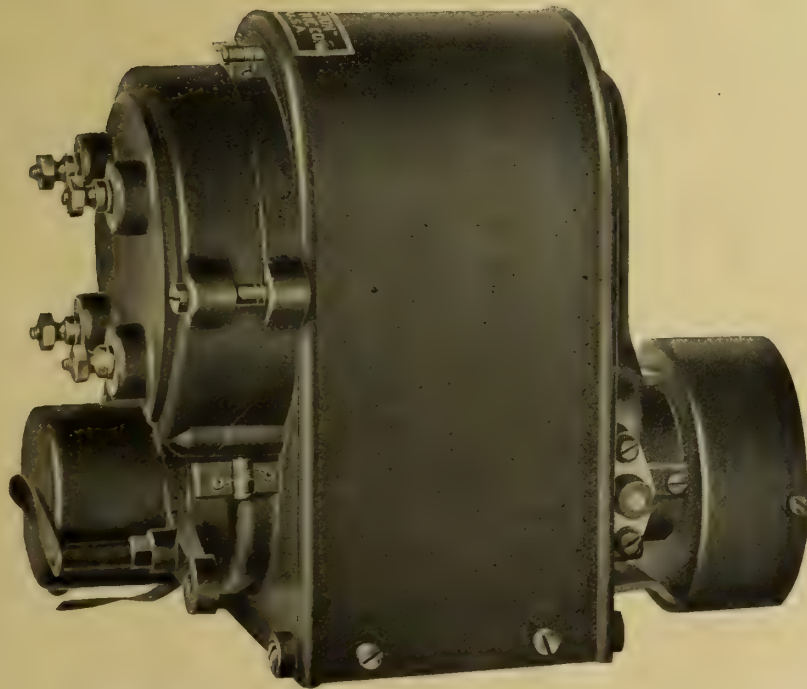


A modern Coffee Shop is being installed. Quick Service, Modest Prices, Sanitary. Open Nov. 15th. Fireproof sprinkler system—Complete Safety.

Management, Rome Miller.



# KINGSTON MAGNETOS



**T**HE **new** KINGSTON MAGNETO was one of the notable accessories at the Salina Demonstration. For years KINGSTON Magnetos have led the field. The newest example of the line is in every way the best that has yet been produced. It is water and dust proof, ruggedly built, designed expressly for the rigors of tractor service. It carries the famous Impulse Starter. The most serviceable and efficient tractors are KINGSTON equipped.

## KOKOMO ELECTRIC CO.

KOKOMO, INDIANA



tors and plows keeps up is remarkable. Despite the lateness of the season and the chance that there will be no opportunity to use them this fall, the demand continues to come in. It is a steady indication of the shortage of men on farms which makes it necessary to utilize machinery to the utmost.

Collections continue to come along in good volume. Accounts due the 15th

have come in nicely. This is being reflected in the remarkable totals of bank deposits reached lately in both the city banks and also country banks. They have kept up in the face of the Fourth Liberty Loan. This reserve bank district completed its quota within two weeks and still country collections have not been affected. It indicates a much better attention to collections by retailers of every line, and particularly in implement lines.

sundry items of machinery and equipment covered by conditional sales contracts; all machinery, tools, fixtures and appliances; all miscellaneous stock, raw materials, tractor parts, etc., in the possession of the receivers; such interest as the company may have in sundry items of tractor appliances and parts held in storage; all patents or patent rights; all other assets.

### Bigger Call for Grain Cleaners.

The urgent request of the Government to conserve all the grain has led to having some straw piles rethreshed, where it was felt that the threshing was not thorough. In like manner, the demand for grain cleaners has been encouraged by Government officials, as an excellent step toward securing all possible marketable grain and also to improve the grade.

J. B. Lindsay, who supervises the sale of the Fosston grain cleaners made by the Fosston Carpenter Co., for Lindsay Bros. Co., says there has been a notable demand for grain cleaners this fall. The same thing applies to tillage implements, which are showing much greater demand this fall than ever before. Heretofore, the tendency has been to hold off on them because of their high cost. It now appears that price alone does not receive so much consideration, for it is realized that they justify the expenditure in their saving of man power and the substitution of horse power and tractor power to achieve better results.

F. J. Cone, for several years assistant manager of the Minnesota Moline Plow Co., has resigned to go with the Emerson-Brantingham Co. in this territory. He will have charge of their tractor division.

### Enforce a Dead Regulation.

The express companies have just begun enforcing a regulation which has existed in their classification for over a year, but only as a dead letter—namely that shares and coulters where offered for express shipment must be crated, boxed or securely wrapped.

A protest has been made, but the action came so quickly that there was no time to do much. This imposes an extra cost for shipping by express that neither manufacturer, jobber nor retailer can afford to stand. It is again a case for the ultimate consumer to meet. This experience indicates what might be expected under Government control, in normal times. After the war is over there will be dozens of such matters to be fought out.

### Sale of Ford Property.

Formal notice has been published that a sale will be held on Oct. 21 of all property of the Ford Tractor Co. of Minneapolis, in receivership, by the master in chancery. The sale includes the leasehold rights of the premises of the factory at Seventeenth avenue, Northeast, and Madison street, in Minneapolis; such interest as the company may have in

**MYERS CUSHION TIRE STORE LADDERS**

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—

There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within safe, easy, quick reach of clerks and stockkeepers—it saves unlimited time and gives your customers better service.

Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

**F. E. MYERS & BRO.**  
ASHLAND, OHIO.

**HOTEL LOYAL**

At the Sign of the Red Arrow

**O-M-A-H-A**

European Fireproof

16th and Capitol Ave.  
Take Dodge Street Car

Make Reservations at Once for Mid-West Implement Dealers' Convention

The Home of the  
Omaha and Council Bluffs  
Implement Club

A beautiful up-to-date commercial hotel, embracing every comfort-giving feature, offering a real home to its guests.

Rates—Without bath \$1.00 and up.  
With bath \$1.50 and up.

**NOV. 13, 14, 15**

**R. E. BRYANT O. E. CARNEY**  
Proprietors

**An Age of Specialization**

In all lines of manufacturing, production is far behind demand, particularly in the farm tractor industry where every effort is being made to increase our food supply. Tractor builders are standardizing their product—are taking advantage of specialized tractor units, built outside and supplied to them complete ready for assembly. More and more they are calling upon us for Foote I-X-L Quality Gears and particularly for the complete Foote I-X-L Transmissions. Realizing this trend of affairs we mobilized facilities for quick production and today are supplying a large majority of tractor builders with gears and transmissions. We welcome other tractor manufacturers who can use our specialized resources.

**Foote Brothers Gear & Machine Co., Chicago, Ill.**



**OUR HOBBY**



**QUICK SHIPMENTS**

### FEED GRINDERS

Every farmer should have one. They help conserve grain. Refer to catalog page 230.

Send Us Your Mail Orders

**STOWE**  
KANSAS CITY



# OAKES EFFICIENT COOLING FANS

## Fan Bearings

The fan is the highest speed part on the motor. Fan bearings must be able to stand up under this high speed, carry the radial load and end thrust, withstand intense vibration *and do this under excessive abuse*. Over eight years of experience in building thousands of fans places us in a position to know the qualifications fan bearings must possess.

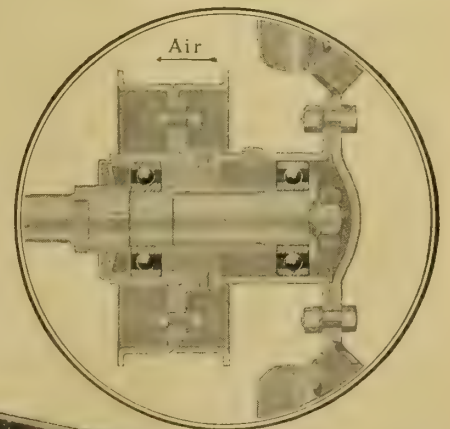
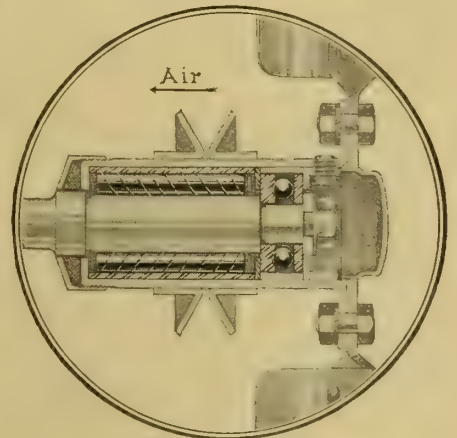
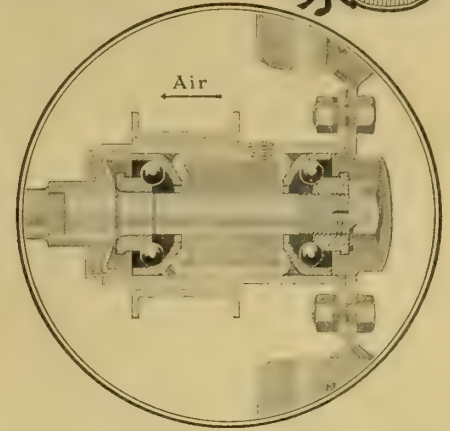
Oakes Fans are equipped with various types of bearings. Any type of bearing that has our O. K. as being satisfactory for fan use can be furnished. Three representative installations on which we are in production, are shown.

### *Oakes Fans can be Furnished with any Bearing that is Right*

Often several different bearing installations possess equal merit. In such cases, price, personal preference, delivery, etc., must be considered. But, bear this in mind—*Oakes Fans can be furnished with any bearing that is right.*

It will be to your advantage to let us figure with you on your fan requirements. At your service is an organization built up during eight years of fan manufacturing, now working in a modern fire-proof factory with 70,000 square feet of floor space and employing 250 people.

Oakes Fans are built in the Oakes Factory.



Indianapolis,  
Indiana, U.S.A.

**THE OAKES COMPANY**

Chicago Office,  
80 E. Jackson Blvd.



# Motor Car and Accessory Directory

## War Trucks Standardized.

The War Department authorizes the following:

The standardization of cargo trucks and passenger cars for the use of the Army has been completed. More than 75,000 standardized trucks and passenger cars have been ordered. Four trucks and three passenger cars have been selected as suitable for the various requirements of all branches of the service that have need for motor transportation.

Of the four trucks selected, two are after designs worked out by special boards of automotive engineers. The other two are commercial trucks which have been changed to meet the special requirements of military work.

The three-quarter to 1-ton truck selected is the "G. M. C." truck, which is now known as Army Type AA. About 7,500 of these trucks have been ordered. The 1½ to 2 ton trucks selected, which after certain modifications is now known as Army Type A, is the White.

After competing with a number of well-known makes in the 3 to 5-ton class, the specially constructed Army truck of this class, known as Type B,

was selected as the standard truck of this class.

For about a year the Engineering Ordnance Department has been working on an improved four-wheel drive type of truck. Several models were completed and two of these were tested in arriving at the recommendation that the Ordnance model be adopted as the standard for the Army. This truck is known as Army Type TT, as it is really a tractor truck. It is especially suitable for the hauling of great guns over rough stretches of road or over open country.

## New Nash Car and Truck Prices.

General Sales Manager C. B. Voorhis of the Nash Motors Co., Kenosha, Wis., has announced price changes in Nash passenger cars and trucks which became effective September 1st. The new prices are as follows:

### Passenger Cars.

Model.	
681 5-pass. car.....	\$1,490
682 7-pass. car.....	1,640
683 4-pass. roadster.....	1,490
684 6-pass. sedan.....	2,250
685 4-pass. coupe.....	2,250

### Trucks.

2018 One-ton chassis.....	\$1,650
3018 Two-ton chassis.....	2,170
4018 Nash Quad chassis.....	3,250
Price f. o. b. Kenosha.	

## Woman Motorists Needed.

Three hundred woman motor drivers are needed for service in France, according to announcement made by the American Red Cross. They are needed for motor-messenger service, ambulance service, and to a certain extent for camion service. Recruiting has begun and it is hoped to obtain the entire number in six months.

The 1918  
Cooperative  
Tractor Catalog  
Will be Extremely  
Valuable to Every  
Dealer Interested  
in Tractors and  
Accessories.  
Free With a  
Years Subscription  
to the Implement & Tractor  
Trade Journal

## Bonniwell-Calvin Iron Co.

KANSAS CITY, MO.

Jobbers of Auto Accessories

Write for Catalog

## AUTOMOBILE STORAGE

Fireproof Warehouse  
Low Insurance Rate  
Sprinkler System Private Sidetrack  
Short Distance from Automobile Center  
**D. A. Morr Transfer & Storage Co**  
2114 Central St. and 14th and Baltimore  
KANSAS CITY, MISSOURI

## Blish, Mize & Silliman Hdw. Co.

Atchison, Kansas

Automobile and Garage Accessories

DISTRIBUTORS OF McGRAW AND  
HARTFORD TIRES



Pioneer Jobbers  
in the Automobile  
Accessory Line

**Wyeth Hdw. & Mfg. Co.**

St. Joseph, Mo., U. S. A.

Tractor, Automobile,  
Gas Engine

# ACCESSORIES

Write on Your Business  
Stationery for Catalog

**Campbell**  
Iron Company

839 CASS AVE.

ST. LOUIS

## OAKLAND

SENSIBLE SIX

Model 34B, Sensible Six

Touring car and Roadster.....	\$1285.00
4 Passenger Coupe .....	1860.00
5 Passenger Unit Body Sedan .....	1860.00

**Oakland Motor Car Co.**

1521-23 McGee Street  
KANSAS CITY, MO.

## INTER-STATE

TOURING CARS AND ROADSTERS

**Western Motor Company**

502 Firestone Bldg. Kansas City, Mo.  
Write for Dealers' Proposition

**AUBURN** 6-39 \$1085  
6-44 \$1535

CHUMYS & TOURINGS

"The Most for the Money"

PEERLESS LIGHT \$1890.00  
ALL THAT THE NAME IMPLIES

**GRIDLEY MOTOR CO.**

1624-26 Grand Ave., Kansas City, Mo.  
NEW LOCATION announced later.

## Butler Folding Truck Bodies



FOR FORDS AND CHEVROLETS  
**BUTLER**  
Fold Up When Not In Use.

THE Butler Folding Truck Body changes your roadster into an efficient, light delivery truck almost instantly. Simply unfold and its ready for a load. Your car resumes its regular roadster appearance when a truck body is not needed. Advertising marks fold up out of sight. Well built of heavy steel; all seams welded. Low in price, neat and attractive. Ask your dealer or write for descriptive circular and price.

**BUTLER MANUFACTURING CO.**  
1326 Grand Ave. 800 Sixth Ave. S. E.  
Kansas City, Mo. Minneapolis, Minn.  
We also make permanent truck bodies for all cars.  
Air compressor outfits, gasoline and oil  
storage outfits. Ask for bulletins.



**MR. DEALER, Your Customers  
Will Be Interested in - - -**

# FOLEY TRACTION-RIMS

**Made To Fit Either Demountable or Pressed On Type of Tire Equipped Wheels**

**This Wheel is  
Fitted with  
Two Foley  
Traction-Rims.  
The Ideal  
arrangement  
where  
mechanical  
conditions  
permit.**



**2 in. Hard Road Clearance.**

**On chain  
driven trucks  
or where there  
is not a clear-  
ance of 2  
inches or more,  
the wheel is  
fitted with  
one Foley  
Traction-Rim  
in this manner.**

## HOW THEY DO THE WORK

The action of the Foley Extension Traction-Rim is very simple and practical. They are used in connection with the regular rubber-tired wheel as shown in the illustration above. On hard road they do not come into action at all, as the rubber tire is then amply efficient. But the moment a soft piece of ground is reached and the rubber tire sinks into it—then the Foley traction-rim immediately comes into action. Its wide rim gives a bearing surface which prevents sinking farther into the soft footing and the many tractor lugs take hold so firmly that the whole drive-wheel cannot spin. The car, therefore, must move and a delay in waiting for a "lift" is eliminated.



**Single Traction Lug Wheel, having carrying capacity of 10,000 pounds.**

the "L" bolts around every other spoke or less of the drive-wheel, insert them through holes in inside flanges of the Foley traction-rim, tighten up wing nuts and you are ready for work.

On all trucks which are not chain driven it is possible to attach two Foley Rims to each drive wheel, and this is the method we recommend. It obtains wider traction with double the number of traction lugs. Also is a better balance in relation to wheel bearing. When attached in this manner a straight bolt is used, passing between every other spoke or less and under the felloe of the drive-wheel through the inside flanges of the Foley Rim.

## NO ADJUSTMENTS NECESSARY AT ANY TIME.

When once in place no further attention need be paid the Foley Traction-Rim. Its action is entirely automatic, no springs or levers being used in its operation. It will outwear any truck and be ready for service on another. Operators who have driven trucks equipped with Foley Traction-Rims say they save more time and prevent more motor depreciation than any feature they have ever had experience with.

The Foley Rims are made from high-grade steel throughout.

Guaranteed to give satisfaction or money refunded. Provision is now made to attach skid chains to the traction cleats of the Foley Rims, which are quickly attached or detached, as the occasion requires.

This is a live proposition. Write now. Your territory may be open.

**FOLEY TRACTION-RIM CO., 827 Hennepin Ave., Minneapolis, Minn.**

## MADE IN TWO STYLES

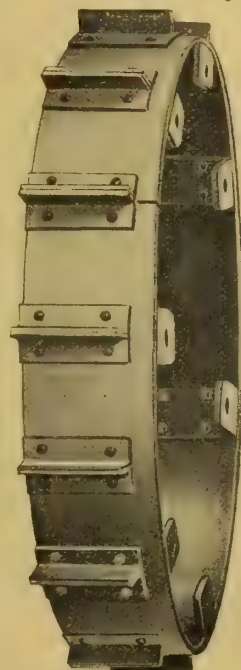
The Foley Traction-Rims are made in two styles—a one-piece rim for outside use, and a two-piece rim for inside use, thus avoiding the removal of the wheel in applying them.

Note, the lugs are set over to the right leaving sufficient clear space at the left for the regular wheel rim to fit the Foley Traction-Rim.

Substantial outer lugs set closely afford excellent traction grip.

## HOW THEY ARE APPLIED.

The application of the Foley Traction-Rim is most simple. If the truck be chain driven or where there is not at least 2½ inches clearance on the inside of the wheel to attach a rim, trucks can be equipped with but one Foley Traction-Rim attached to the outside of each drive-wheel. The drive-wheels do not need to be removed or even jacked-up to make this attachment. Merely set the Foley Traction-Rim against the outer side of the drive-wheel so that the rim of the Foley Rim is just within the tire rim, and then clamp



**Double Tractor Lugs  
with carrying  
capacity 15,000 lbs.**

Suburban and country soft-road problems now definitely solved.

The Foley Traction-Rims as an equipment to your truck increases its efficiency 300 percent

It is conceded by Government experts and others as the most valuable adjunct ever invented for the purpose.

Those who are using them are our best advertisers.





## Moline Traveler Is Dead

**Was Influenza Victim—Several Implement Men Are Ill.**

Omaha and Council Bluffs, Oct. 25.—There are indications now that the health authorities are getting ahead of the epidemic of Spanish influenza in Omaha and in other parts of Nebraska where they have been putting the most stringent regulations into effect.

The epidemic has left its mark in implement circles here, however. Hugh F. Lynch, traveling man for the Nebraska

Moline Plow Co., who lived at Lincoln, died last week of influenza. He is survived by a wife and one child.

The Nebraska Moline Plow Co. has suffered the loss of another employee, C. E. Ward, tractor expert, who died in Council Bluffs, Ia., last week following an operation. Both Mr. Lynch and Mr. Ward had been with the Nebraska Moline Plow Co. for more than two years.

Five members of the office force of Fairbanks, Morse & Co. were confined to their home during the past week with Spanish influenza. W. A. Haydon, manager for the Stover Engine & Mfg. Co., has been confined to a hospital for a week with a high fever. B. G. King, manager for the Dempster Mill Mfg. Co., was ill for a few days and threatened with influenza, but was back at his desk before the week closed.

### Plans for Mid-West Show.

With the exception of a few booths on the main floor of the Omaha auditorium, and a few tractor booths in the basement, space for the Mid-West Implement show in Omaha, Nov. 13-15, has been practically all sold by Secretary James Wallace of Council Bluffs, and the indications are the variety of exhibits will make this the most comprehensive implement show the Mid-West has ever held. Right now a number who have been slow in reserving space are making urgent calls for reservations.

Arrangements for the convention to be held at the Hotel Rome are also progressing, and the program will be out shortly. Among the entertainment features will be a smoker the evening of Nov. 13, to be given by the Omaha and Council Bluffs Implement and Vehicle Club.

### Wheat Now Flourishing.

Fall wheat seeded in the last two weeks since the rains have come is already up and in excellent shape. Quite a demand for wheat came to the seed

houses as soon as the rains came, but the demand for clover, alfalfa and timothy seed was not visibly increased, since most farmers considered it too late in the year to seed much in the way of grasses.

### Wallace Gets Honors.

James Wallace of Council Bluffs, Ia., secretary of the Mid-West Retail Implement Dealers' Association, was recently elected president of the National Association of Retail Implement Secretaries at the Chicago meeting. T. F. Wherry of Hampton, Ia., was made secretary.

The Jones-Opper Co., Omaha, has recently taken on the Cleveland tractor.

The Mid-West Truck & Tractor Co. has recently been made distributor for the Turner-Simplicity tractor here.

G. N. Hypse, president of the T. G. Northwall Co., was in Chicago last week attending the manufacturers' meeting.

Mrs. A. M. Sorenson, wife of the sales manager of the Lininger Implement Co., Omaha, is recovering from a recent operation.

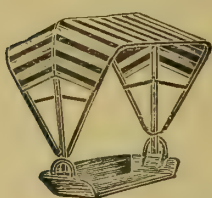
The Chamber of Commerce of Omaha is urging upon the Government the importance of making Chicago a basing point for steel as it was until recently. At present Pittsburgh is the only basing point and all steel is sold f. o. b. Pittsburgh, no matter whether it is bought at the Chicago mills and shipped from there or not. This works an injustice against the manufacturers of this western country, and they are making a united effort to get a revision of the ruling.

### Was He Nervous?

Edith—"I have just refused to marry Mr. Shyman."

Ethel—"Well, did he propose?"

Edith—"Well, I can't say positively, but that is how I construed his incoherent remarks."—Boston Transcript.



**WAGON SUN SHADES**  
Should be on every wagon

Ours is The Heaviest and Strongest One Made

Ask for Catalog No. 22  
**BAYLES VEHICLE TOP**

AND  
**TRIMMING CO.**  
Kansas City, Missouri



**Watkins**  
**Grain Grader**

Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

**Large Capacity**

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

**Watkins Mfg. Co.** 242 South Wichita St.  
WICHITA, KANS.



**BUCKEYE**

ELECTRIC

**House Pump**

For Suburban and City Residences

Automatically Controlled  
Noiseless in Operation  
Efficient

Equipped with Hyatt Roller Bearings. Internal Gear and Main Shaft are automatically oiled. Rubber Faced Valves. Repulsion Induction Type Motor, especially designed for this class of work. Capacity 180 gallons per hour. Write for bulletin and prices today.

Manufactured by

**Mast, Foos & Co., Springfield, Ohio**

Box E-10

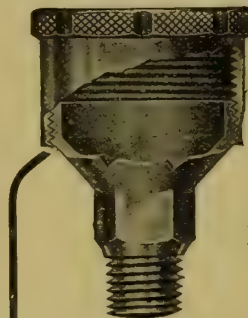
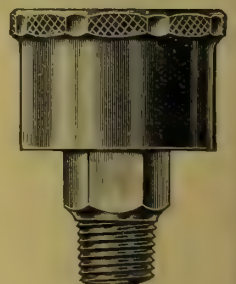


Fig. 200—PLAIN

**EMPRESS**

Brass and Steel Grease and Oil Cups

**BUILT FOR SERVICE**



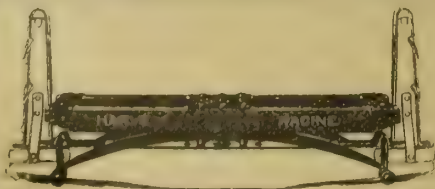
PLAIN

Catalog V Upon Request

**BOWEN PRODUCTS CORPORATION**

Successors to Bowen Mfg. Co.

Auburn Division, AUBURN, N. Y.



Showing Spring without Load

### New Harvey Bolster Spring

Patented February 1, 1916

Write for description of these wonderful New Bolster Springs. Made like finest auto springs; they ride easy with a light load and raise the box but a few inches. A trial order will convince you of their superiority.

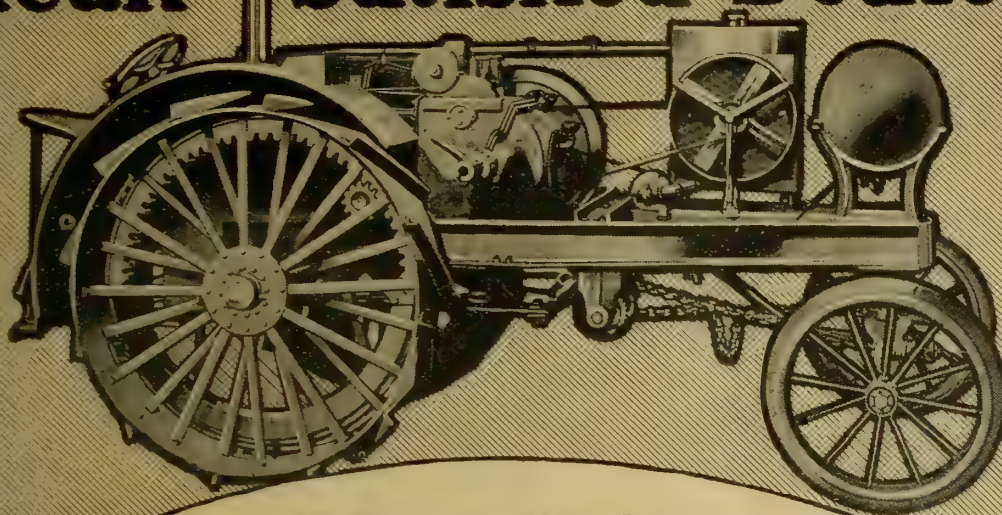
**HARVEY SPRING & FORGING CO.**  
Manufacturers of Vehicle Springs  
RACINE - Box 46 - WISCONSIN



Showing Spring with Load



# Satisfied Waterloo Boy Users Mean Satisfied Dealers



## All Over the United States Are Satisfied Waterloo Boy Users

Shreveport, La.  
"Our Waterloo Boy Kerosene Tractor purchased last May, has given entire satisfaction. I burn crude oil from my own place in this engine. We have plowed over 400 acres, averaging 8 acres a day, pulling a 3 bottom Disc Plow."

Minor Meriwether.

Stromburg, Neb.  
"Your tractor is O. K. It is cheap to operate, easy to handle, easy to get at working parts and has the power."

Chas. W. Carlson.

Hanley, Sask.  
"It required about 15 gals. kerosene and about a quart of cylinder oil for a ten-hour day while threshing. It certainly is a pippin of an engine."

E. C. Harolson.

Voluntary expressions of approval (like those in the adjoining columns) go even further than successful official tests under demonstration to prove that the Waterloo Boy Original Kerosene Tractor makes friends for its dealers all over the United States.

From every corner of America Waterloo Boy farmers have sent us enthusiastic testimonials of their success with this tractor.

Read some of these testimonials printed herewith. They prove first of all that the Waterloo Boy has adequate power for every soil condition and crop-growing emergency. Second—that it is built to last—simple, accessible, of the best materials obtainable. Third—that it is economical to operate, both in fuel expense and human labor needed.

Hills, Minn.  
"I bought one of your tractors last season and I like it fine. It pulled three 14-in. bottom plows very easily and the ground was very soft." John Nelson, Jr.

Beardstown, Ill.

"Your tractor has given entire satisfaction. We use it for plowing, discing, road grading and pulling stumps. The service given by your distributors has been satisfactory."

L. A. Treadway.

Lyons, Ohio.  
"After using our Waterloo Boy to plow 35 acres of corn ground and discing part of the ground, also for running a 10-in. grinder, will say that we are more than pleased with the work it has done." S.E. Hinkle & Son.

## Every Big Business-Making Factor Backs This Tractor for Big Sales

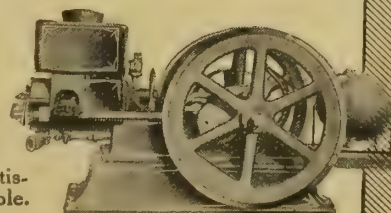
Not only is the Waterloo Boy itself right in every particular, but the strongest financial backing, factory and sales co-operation keep these machines moving onto the land in a steady stream through dealer's hands.

Far-reaching and convincing advertising finds the farm buying-power every month. Strong selling forces make the dealer an important unit in a great productive chain. Satisfactory commissions make agencies profitable.

*Illustrated Catalog showing details of construction and operating efficiency sent free on request. Write for it.*

**Waterloo Gasoline Engine Company**  
Waterloo, Iowa

Factory Owned and Operated by John Deere



**Waterloo Boy Kerosene Engine**

The gold medal winner at numerous competitive international exhibitions. Over 25,000 manufactured and sold in a single year. Twenty-three years the recognized leader in reliable, economical power. Built in sizes from 2 to 14 H. P. Illustrated catalog on request. Write for it.





## Sell Them Accurate Planters

**Y**OUR corn-growing customers want accurate planting. Sell them **International Corn Planters** for next season—planters with a reputation for accuracy and good, lasting service.

There are six types of **International Corn Planters**, all accurate planters. In the line are planters for wide and narrow rows, with a range from 28 to 48 inches. They plant by checking, power drop, and drilling, or drilling alone. You have a full line to sell.

International planters are all steel but the tongue. Fertilizer attachments may be

had for each style. The simple marker is either entirely automatic, or is controlled by the lever that lifts and lowers the runners. The boot construction and the duck-bill valves constitute an I H C feature. It has proved the surest and most practical planting device on the market. No kernels are cracked and all are deposited carefully in the bottom of the furrow.

Arrange for the new contract now. Write the branch house. The blockman will explain about the Sales Promotion Campaign that goes with the planter contract.

**International Harvester Company of America**

**CHICAGO**

(Incorporated)

**U S A**



# ANSWERS

## This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### D366 for Hay Rake.

GILKEY-JARBOE HARDWARE CO., Chickasha, Okla.: D366 is a tooth clip for four teeth on a hay rake made by the International Harvester Co., Chicago Ill. Repairs can be supplied by the International Harvester Co., Oklahoma City, Okla.

### No. 818 for Horse Power.

FRIEDMAN IMPLEMENT CO. Halbur, Ia.: No. 818 is a bevel pinion for a horse power made by the Eagle Machine Co.,

Lancaster, O., where repairs can be obtained.

### Repairs for Hercules Engine.

LEEPER HARDWARE CO., Goff, Kan.: The Hercules engine was made by both the Okmulgee Implement & Mfg. Co., Okmulgee, Okla., and the Clay Center Wind Mill & Foundry Co., Clay Center, Kan. These companies are out of business and we do not know of any company that carries repairs for their lines.

### Repairs for Hero Horse Power.

OLINE & HANSON, Essex, Ia.: Your order for a pinion for the Hero horse power has been sent to the Appleton Mfg. Co., Omaha, Neb.

### B23X for Drag Harrow.

C. J. COONEY, St. Paul, Kan.: B23X is a lever and bar clip for a drag harrow made by the Bucher & Gibbs Plow Co., Canton, O., where repairs can be obtained.

### Repairs for Disk Harrow.

WESLEY HARRISON, Bomartin, Tex.: No. 3256 is a chilled ring for a bearing and 3305 is a left bearing box for a disk harrow made by the J. I. Case Plow Works, Racine, Wis. Repairs can be furnished by the J. I. Case Plow Works, Dallas, Tex.

### King Bee Cultivator.

A. A. SHUMATE, Utica, Kan.: The Hayes Mfg. Co., Kansas City, Mo., can supply repairs for the King Bee lister cultivator.

### No. 44A for Spreader.

F. H. GILCREST LUMBER CO., Oconto, Neb.: No. 44A is a worm shaft socket for a spreader made by the Richardson Mfg. Co., Worcester, Mass., where your order has been sent.

### C1 for Feed Mill.

A. N. RASK, Boelus, Neb.: C1 is a burr for a feed mill made by the Stover Mfg. & Engine Co., Freeport, Ill. Repairs can be obtained from the Stover Mfg. & Engine Co., Omaha, Neb.

### No. 26 for Feed Mill.

McCUNE & TALLMAN, Jasper, Mo.: No. 26 is a burr for the Lightning feed mill made by the L. B. McCargar Mfg. Co., North Kansas City, Mo., where your order has been forwarded.

### C24, C186, C187, Etc., for Disk Harrow.

D. W. SHUMATE, Bartow, Fla.: C24 is an arm on the three-inch tube, C186 is a right box, C187 is the left box, and 350 is a spool for a disk harrow made by the Stoddard Mfg. Co. This company is out of business and repairs for their line cannot be obtained.

### P357 and P358 for Disk Harrow.

J. O. HANSON, McPherson, Kan.: P357 is an upper axle box and P358 is a lower axle box for a disk harrow made by the Massey-Harris Harvester Co., Batavia, N. Y. Your order has been forwarded to the Massey-Harris Harvester Co., Kansas City, Mo.

### Automobile Delivery Bodies.

F. M. BROCKWAY, Lafontaine, Kan.: Delivery bodies for automobiles are made by the following Kansas City, Mo., firms: Butler Mfg. Co., Columbian Steel Tank Co., Beggs Wagon Co. and Hesse Carriage Co. We believe any of these firms can supply what you want.

### WHO KNOWS ABOUT THESE?

A. E. ANDERSON, Huntley, Minn., asks who makes the Whirlwind feed mill.

ED ARCHER HARDWARE CO., West, Tex., wants repairs for a plow that has the front furrow wheel ratchet numbered D1, the land wheel lever ratchet D30, the seat post or seat spring block D16 and a part for the rear axle D28.

C. A. FINCH LUMBER CO., Englevale, N. D., asks where repairs for the Cock-shut plow, made in Canada, can be found.

PIERCE HARDWARE CO., Bridgeport, Okla., inquires the name of the company that makes a low down road grader that has a tongue truck like a binder, a wheel boxing numbered K118 and the numbers on other parts are preceded by S.

CLAREMORE IMPLEMENT CO., Claremore, Okla., wants a cast share numbered A20.

R. W. WEEKS, Belvue, Kan., asks who makes the pump jack that has a part numbered O41P.

DEISHER & KRONQUEST, Holdredge, Neb., ask who has repairs for the Birch Brothers 4-hp. stationary engine.

# RUSTICENE

Trade Mark Reg'd—Pat. Off. Wash.

## LOOSENS METAL JOINTS

Bolts, nuts, pins, thumb-screws, spring-clips, knuckles, shaft-bearings and turn-buckles are readily released following the application of a few drops of RUSTICENE from an oiling can.

Free from acids or alkali; will not injure metal, rubber, wood, leather or fabric; dissolves rust, verdigris, red or white lead, ammonia scale, paint, tar or grease.

### A Farm NECESSITY!

#### Works Instantly!

(Non-inflammable)

THIS IS THE BIGGEST OPPORTUNITY FOR RETAIL DEALERS TO MAKE QUICK, CLEAN PROFITS. Rusticene enables farmers to keep implements and tractors in good condition without "expert" help.

Gramolline Co., Ltd.,  
11 So. LaSalle St., Chicago

## CULLMAN SPROCKETS AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver-Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand.

Catalog  
CULLMAN WHEEL CO.  
1347 Altgeld Street, CHICAGO



## LEWIS VALVES CAN'T BE BEAT

The Lewis Steel Products Company

4080 Detroit Ave.

TOLEDO - - - OHIO

## Hayes CENTER-DRIVE PUMP JACK No. 2

Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine-cast gear. Large stationary spindle.

Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

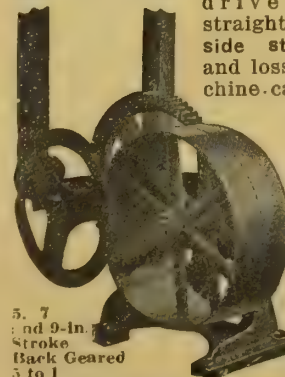
Hayes Quality at a popular price—competes with the

5. 7  
and 9-in.  
Stroke  
Back Geared  
5 to 1

cheapest jack—special features unequalled at any price—the one compelling pump jack value.

You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

HAYES PUMP & PLANTER CO., Galva, Ill.



**S-M-C**  
Trade Mark. Reg. U. S. Pat. Office

## ASBESTOS BRAKE LINING

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.  
We can make any width up to 6 ins.

**STAYBESTOS MFG. CO.**  
5549 Lena St. Philadelphia

## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aeromotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year. Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing. We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws.

Write **AERMOTOR CO., 2580 Twelfth St., Chicago**

## Sheet Metal Stampings

### Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding. Estimates cheerfully furnished on your requirements

**The Bossert Corporation**  
UTICA, N. Y.



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## Maybe He Was Bashful.

Two men about town were discussing an acquaintance of both.

"I cannot understand how he can drink so much tea," remarked one. "He got away with fourteen saucers full."

"What? Fourteen saucers full?" asked his friend. "What do you mean? Doesn't he use a cup?"

"No," said the first man suavely. "He is afraid the spoon will get in his eye."—Boston Globe.

## He Was It.

Dean—What is density?

Hansen—I can't define it but I can give an illustration.

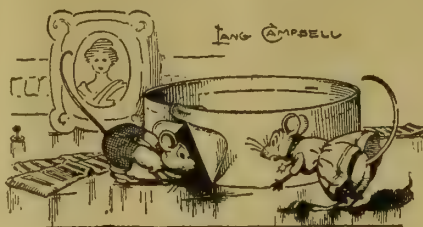
Dean—The illustration is good, sit down.—Neb. Awgwan.

## Everything Going Dry.

"What we need is individual drinking cups."

"What's the good of individual drinking cups with nothing to drink?"—Kansas City Journal.

## ALL IS NOT GOLD



"Good heavens, Ebenezer, come away from there! Don't you know a mouse trap when you see it?"—Life.

## Points in Etiquette.

"Never point, my dear," said the mother gently.

"But mamma," objected the girl, "suppose I am shopping and don't know the name of a thing?"

"Then let the salesman show you everything in stock until he comes to the article you desire."—Boston Transcript.

## Really Too Much.

Mrs. Day, a young matron was seated one spring morning on the piazza of her pretty suburban cottage, busily engaged in plying her needle. A coat of her husband's was in her lap. Looking up from her work, when her husband appeared in the doorway, the young woman exclaimed, somewhat fretfully:

"Really, Eugene, it is too bad, the careless way your tailor put this button on. This is the sixth time I have had to sew it on for you."—Harper's Magazine.

## Clear.

"I don't care," she concluded, "my skirts are clear."

"Clear of anything short of two feet," commented her husband.—Kansas City Journal.

Pat's watch stopped and upon opening it for investigation, he discovered a dead cockroach.

"Well, be jabbers," he exclaimed. "No wonder the bloomin' thing won't go. The engineer's dead."—Successful Farming.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—Ten New McGarger Power Transmitters for Ford Cars. Cheap. White Owl Hardware Company, Holton, Kansas.

**For Sale**—Eight Rude Seventy Bushel Manure Spreaders, new, and will sell at a bargain. Address Berger and Schroeder, Dedham, Iowa. 12-26-4t

**For Sale**—Good well established hardware, furniture and undertaking business in prosperous territory. Exceptional opportunity to take over a going concern. Address Lock Box 19, Otis, Colo. 10-12-10t

**For Sale**—Clean stock of hardware, implements and harness in town of 600; serving excellent farming community. Only reason for selling on account of health. Address George Rebenstorf, Wetmore, Kan. 10-12-3t

**For Sale**—Clean stock of hardware, implements and harness; town of four hundred in excellent Kansas farming community; operation of the U. S. Selective Draft only reason for selling. Address O. H., care Implement & Tractor Trade Journal. tf

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

**Must Sacrifice Good Implement Business**—Through the operation of the selective service, I am called to the colors, and must sell a fine and growing hardware and implement business located in a large trading territory. The stock will invoice about \$25,000. This is an exceptional opportunity to take over a strong going business with a future. Address inquiries

without delay to 108, Implement & Tractor Trade Journal. tf

## POSITIONS WANTED.

**Position Wanted**—By an executive of ability and experience—20 years as sales manager and manager of credits and collections in one of the largest implement houses. Address 112, care Implement & Tractor Trade Journal. tf

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

## HELP WANTED.

**Wanted**—Two high grade experienced full line implement salesmen. John Deere Plow Co., Kansas City, Mo.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Wanted**—By an Iowa jobber, an experienced shipping clerk who is capable of taking entire charge of shipping department, including stock record keeping, of a general line of agricultural implements, repairs and supplies. Address Iowa, care Implement & Tractor Trade Journal.

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. tf

**Wanted**—Complete files of Implement & Tractor Trade Journal for the years 1913, 1914, 1915, 1916 and 1917. Reasonable price will be paid for complete files for any one or all of these parts. Address C. J., care of the Implement & Tractor Trade Journal. 8-24-6t

**Wanted**—Good implement and tractor salesman for Michigan or Indiana. State experience, age, salary and give references first letter. Address 265-E, care Implement & Tractor Trade Journal. 9-28-3t.

**Wanted**—Full line. Implement house handling tractors wants high grade tractor salesman for Oklahoma territory. Address I. C., Implement & Tractor Trade Journal. 10-19-3t

## MISCELLANEOUS.

**Wanted to Buy**—Davenport Roller Bearing Wagon Gears, Narrow Track, 5,000 lbs. capacity, 3-inch tire, 40-44 or 48-inch wheels. Must be cheap and not too badly shop worn. Lon R. Stansbery, Tulsa, Okla. 12-26-3t

**Wanting to Buy**—Riding listers, double and single row listed corn cultivators, disc harrows, cream separators, double row wheat listing plows. Must be priced right. State condition, make and price. Address Oklahoma, care Implement & Tractor Trade Journal. 10-12-2t

Do you want to trade your implement or harness stock for farm land? I have an improved farm in Central Nebraska and am also interested in land in Keith County, Neb. If interested please mention make of goods you handle. W. O. S., care Implement & Tractor Trade Journal. 9-21-4t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf



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OMAHA

KANSAS CITY

MINNEAPOLIS

## When You Lubricate, Lubricate

**T**HIS is the story of a farmer. His name is Frank Jones and he owns one of the numerous farms, kept up to the top-notch of agricultural perfection, that supplies with garden produce every morning a certain large city. It is four o'clock in the afternoon of any week day except Satur-

By Curtis A. Wessel

by the farmers the motor truck has revolutionized marketing in this section of the country. It gets the farmer's produce to market quicker, thereby saving time for him, and it enables

of reaching his market was a stage of relays, the farmer would set out behind his own horseflesh and arrive at the market behind the team he had obtained at the last relay post.

When Frank Jones and his fellow tillers used to travel behind plodding horses the operation was a very drab



MOTOR TRUCKS ARE BRINGING THE FARMS CLOSER TO THE CITY MARKETS THROUGHOUT THE COUNTRY

day. Out along the road leading from that agricultural district to the city might be seen individual clouds of dust mounting higher and higher in the air. The dust clouds are from the rear wheels of farmers' trucks, traveling along the highway in an almost endless chain of motorized efficiency.

Since its adoption a few years ago

the city family to enjoy vegetables with a few minutes more freshness about them.

Before he put on trucks Frank Jones, like a host of others, used to come to town behind "as likely a pair of nags as could be found anywhere in Christendom" — that is Farmer Jones came so far behind this team. For in the pre-truck days the method

piece of business indeed. It was a case of set out from home at five o'clock in the afternoon of the day before to get to market in time to catch early sales on the morning following.

Of course, the farmer operating motor trucks is bound to encounter difficulties of one sort or another now and then, it being as natural for any-



## WHEN MUCH DEPENDS UPON THE LUBRICATING OILS



**Engine life and truck life are lengthened and repair bills shortened by the use of the proper grades of lubricating oil. It is on such mountain highways as this, between Durango and Mesa Verde Park, Col., that oils either retard or aid the engine of a truck in its proper functioning.**

thing mechanical to get out of order from time to time as it is for humans to get "spells." It was something of this character which happened to Jones and his truck, with the accent mostly upon Jones instead of the machine for it was his fault after all.

Be it said that the truck Jones bought was a good one. It was worth every dollar of the purchase price. But three weeks after it had been put to work the crank-shaft bearings burned out. The Price Jones paid for repairs was \$37.50. In addition the truck was laid up a week awaiting new parts, and Jones had to rent a truck in order to get to market that week. Three weeks later the truck went back to the garage with the same complaint in the mechanism and a louder complaint from Jones to the proprietor of the garage.

A heated argument followed. Jones doubted the efficiency of the repairs. On the other hand the repair man insisted that the inability of the engine to stand up under service was not due to inefficient repairs but entirely to incorrect lubrication. He refused to make the repairs, which would cost \$41.30, until Jones agreed to drive regularly to the garage for a supply of lubricating oil, which the repair man said was correct for the machine.

Jones finally agreed to do this and his motor troubles ended right there. No more burned out bearings. No more periodic trips for repairs. No more delays in waiting for new parts. No more disrupted delivery service. No more avoidable expense. When Jones bought his truck, he also bought two barrels of "oil" at \$11.25 per barrel. What oil it was he was not quite sure. He knew that the machine needed "oil" so he bought some. To

Jones, like a great many others "oil" was just oil.

But the experience which came his way in the first six weeks of the truck's service opened his eyes. He learned that there is a difference between "oil" and correct lubrication. He had bought a truck that suited his needs. He learned that he must buy an oil that suited the truck's needs.

The oil that Jones bought on the repair man's recommendation cost him \$34.00 a barrel and it was cheap at that.

Here is how he figured it out:

Two Barrels "Oil".....	\$22.50
First Repairs .....	37.50
Second Repairs .....	41.30
Total Cost "Oil".....	101.30
One Barrel Correct Lubrication (not merely "oil" but the correct grade for his engine).....	34.00
Difference .....	67.30

This \$67.30 difference Jones credited to Correct Lubrication. Now, why did Jones have all this trouble with his machine? Because, as is generally the case, the men who buy lubrication oil for motor cars are usually unskilled in the science of oil. They are good business men. They buy for long-run efficiency. They know the economies of their business and are vitally interested in any savings that can be effected.

But like Jones, in many cases, the man who buys the motor truck or trucks knows comparatively little about engines or mechanism. He does not realize that the reasons why he operates motor vehicles are just the reasons why these same cars should be correctly lubricated.

Too often he does not understand the relationship between the oil he

buys and the economical maintainance of the machines for which it is intended. He does not appreciate that motor delivery efficiency and engine efficiency depend upon correct lubrication. Unwittingly he invites costly penalties.

In buying oil for gasoline delivery equipment use there are two points of prime importance:

1. The oil must be of a correct body to meet the mechanical conditions for which it is intended with scientific exactness.

2. It must be of the highest quality to insure ample protection between the moving metal surface after the oil has been distributed.

The body of the oil is important because it must be adapted to the lubricating system of the machine for which it is intended. Engineers have classified lubricating systems under five main heads: Full force feed, force feed, force feed and splash, splash circulating and splash.

Suppose a machine has full force feed lubrication. Here the oil is supplied by direct pressure to the main frictional points, including piston pins. Such a system permits the use of a relatively heavier oil, rich in lubricating quality. Whereas, if the truck has a lubricating system in which the oil pipers are exposed to the atmospheric temperatures, the cold test qualities of the lubricant must be taken into account.

If oil of incorrect body is used it rapidly works up past the piston rings into the combustion chamber. There it is burned with each explosion. Oil is used up rapidly. Excess carbon deposit results. In addition the gas mixture works down past the piston rings on each compression stroke. Gas goes to waste. On the power stroke the exploding fuel charges also work down past the piston rings. Gasoline is again wasted. Power is lost. Gasoline consumption mounts up.

Gasoline economy and full power both demand oil which will correctly seal the piston rings in the motor. The temperature within the cylinders at the point of explosion is approximately three thousand degrees Fahrenheit. It cannot be pictured. The cylinders would soon be a mass of molten metal if that heat continued unchecked.

The cooling and lubricating systems of the engine are the chief elements in protecting it against excessive heat. But in addition, the destructive heat of friction—the destroyer of steel—must be overcome. This task falls to the oil film less than the thickness of this page. If the oil wears out or breaks down under the heat of service it loses much or all of its lubricating efficiency and does not properly sepa-



rate the moving metal parts. Scored cylinder walls, scored pistons and broken piston rings result.

And if the body of the oil is incorrect, the same results may follow even though the quality of the oil be of the highest. The correct lubrication of the transmission and differential are no less important than the correct lubrication of the car's engine. For years "grease" has been made to cover a multitude of transmission and differential lubrication conditions in a multitude of machines. The truck owner bought what was offered because no exact information was available—and trusted to good fortune that no damage would follow.

The transmission and differential gears perform in some instances a service more severe than that which falls upon any part of the power plant. They are the backbone of the car. They carry the whole driving load of the truck—constantly. Every impulse of the engine must be carried through the transmission to the differential and thence to the rear wheels. The transmission gear, in particular, must bear the additional strain of every gear change. In changing speeds the teeth of one gear are suddenly thrown into mesh with the teeth of another gear. The gears must mesh instantly and silently or undue wear will result.

To withstand the strain of power transmission, the gears of the car must be correctly lubricated. To correctly lubricate the rear construction of the machine the lubrication must be of the highest lubricating efficiency, of the correct body to meet the mechanical construction of the transmission and differential units.

When oil is bought, the dealer or salesman should show the recommendation of a reliable lubricant manufacturer that the grade of oil the manufacturer recommends meets the lubrication requirements of your type of truck engine with scientific exactness. And be sure of the manufacturer's standing in the lubricating field. Be sure that he is qualified to make an authoritative recommendation. Have it proved to your complete satisfaction by actual demonstration, if you will, that this oil will give maximum lubricating efficiency and lowest maintenance cost.

### Made Foreign Sales Manager.

Announcement has been made of the appointment of J. L. Hibbard as foreign sales manager of the Cleveland Tractor Co., Cleveland, O. Mr. Hibbard has been associated with the Studebaker Corporation for eight years. For the last five years he has been in charge of foreign sales.



## When a Competitor Tempts a Valuable Employee Away

**F**OLLOWING is a letter about a subject that will be of great interest to a good many firms:

Troy, N. Y.

We have had for about twelve years a valuable employee. He started as errand boy, rose to have general charge of our bookkeeping system and did some of the buying. He also wrote some of our advertising matter, and was a very valuable, all round man. During the scarcity of men for business positions, he has been especially useful and in truth, indispensable. We paid him \$2,250 a year. He had all the details of the business at his finger tips and everybody, including the partners themselves, depended upon him for facts and information at times.

Oct. 1 he gave us notice that he intended to leave our service and take a position with a competitor at a salary of \$3,000. We at once offered him that amount if he would stay, but he had already signed a contract with the other firm and thought he could not break it. He had no contract with us. At the end of his two weeks' notice he left.

We are exceedingly indignant at our competitor for deliberately tempting our employe away, and particularly for tying him up to sign the contract before we could have a chance to equal his offer. A member of our association thought we could sue this competitor and obtain damages. We are writing you (please omit our name) to see if there is any truth in this. We could clearly show that we have sustained damages, as we have not been able to replace the man and probably will not be able to. We would regard it as a favor if you would tell us if we have any recourse against our competitor.

R. D. W. & Bro.

The law is firmly settled that if A induces B to break his employment contract with C, his employer, C can sue A and recover damages. It is illegal to induce the violation of any contract, including an employment contract, between third parties, and if it is done, and somebody sustains injury from it, he can sue the interferer and collect all the damages he has suffered.

### Cannot Sue Without Contract.

But certain things must be true before this rule can be invoked. In the first place, there must be a contract between the employer and the employe. Take a man who is simply hired at so much a week or a month, nothing being said about how long he was hired for. It was of course under-

stood that he should stay on as long as the employer wanted him, but nothing of this sort was put into words. The employer was free to discharge him at any time with the customary notice and the employe was free to leave at any time with the customary notice.

That is an accurate description of the relation existing between the average business man and all of his employes except the few heads who are considered especially valuable. And as to even these, it is remarkable how often no contracts are made.

### Knowledge of Contract Necessary.

In cases like that a man can tempt away another's employe at any time, without incurring the slightest liability. That is because the only unlawful phase of tempting away another's employe is inducing the latter to break his contract, and if there isn't any contract, there is no illegality. The contract need not be in writing, but it must exist. This is what the United States court has said right on this point within a month:

Nobody has ever thought, so far as we can find, that in the absence of some monopolistic purpose, every one has not the right to offer better terms to one's employe so long as the latter is free to leave. The result of the contrary doctrine would be intolerable, both to such employers as could use the employe more effectively, and to such employes as might receive added pay. It would put an end to any kind of competition.

In these words, the court refused damages to an employer who had just lost a valuable employe to a competitor. As long as the employe violates no contract in leaving, anybody can go after him at will.

Before the above rule can be invoked, it must also be true that the man who tempts away your employe must know of the existence of a contract with which he is interfering. Although a contract exists, if he doesn't know of it, he is not liable. But he becomes liable if he holds the employe after he is told of the contract.

Norman T. Griffith, sales manager of the Republic Truck Co., Chicago, died Oct. 14. He was 36 years old.



# Implement & Tractor Trade Journal

1886

1918

Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALLGEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, NOVEMBER 2

NEVERTHELESS, a careful driver is nearly always wreckless.

WOMEN are helping make tractors in the factories as well as running them in the fields. Rapidly the fair sex is supplanting the rare sex.

ERIN and Israel have reached at least a trade agreement, a conclusion to which we are impelled by the discovery of the firm of O'Connor & Goldberg, Chicago.

ASKED the smart-aleck: "Why is a dealer?" Answered the man who knew: "Because he furnishes the farmer what he wants when he wants it."

ASKED the solicitous customer, "Well, h'are ya feelin by this time?" Answered Dealer Grooch, whose experience has been enriched by a fracas with the flu, "Right in the punk o' condition."

QUINCE Max, imperial chancellor, says Germany seeks justice. Germany will never get it. The Allies, having never conceived the slightest conception of the fundamentals of kultur, will be disgustingly merciful.

A. B. FARQUHAR, one of the oldest and most interesting men in the farm equipment industry, "walked and talked" with Lincoln and sat with him on the platform when the Gettysburg Speech was delivered. Mr. Farquhar comes as near being a "savant" as any implementarian we ever met. His philosophy has an unusual savor; for instance: "The way to get friends is to be a friend."

FURTHERMORE, "when the boys come home" the tractor is going to have a good many thousand more competent chaperons in the field than it has now. Battalions of them are being taught how to take the tractor completely apart, put it together again and make it perform every function that a tractor is sold to perform. Great days are not only here now; they are also ahead.

## IN THE WAKE OF VICTORY

IT is our present belief that the end of the war is further off than most people think. Despite that probability, it is only good sense to give thought to the problems which are sure to accompany the great commercial and economic readjustment that will come in the wake of the victorious peace.

Perhaps these problems are easily exaggerated. Few will underestimate them. However, the majority of well-informed opinion in the business world, though laying no claim to extraordinary prescience, holds to the view that the "reconstruction period" will occupy a long season and that the readjustment will be so gradual that there can be no violent disturbance of commercial and economic factors.

Take the matter of prices, for instance, always uppermost in the mind of the merchant. It is not believed that there is liable to be any sudden slump. One of the near-guaranties against this is the fact that the manufacturers in all lines have had to discontinue or curtail their regular output to provide factory capacity and material for war munitions and things essential to the winning of the war.

Just now, so far as the farm equipment trade is concerned, it is a little difficult to see this as a blessing in disguise, yet it is just about that. The curtailment of output naturally predicates a curtailment of retail stocks. It looks like an opportunity for an unprecedented clean-up, not in the profit sense, but in the sense that pressure brought to bear on stagnant stocks will be so great that they will move onto the farms at last.

## GRADUAL READJUSTMENT

ONE thing of tremendous interest to the farm equipment dealer, and lying primarily outside his trade, is the price of land. Within the last fifteen years it has risen to fabulous heights. There must be a point somewhere beyond which it cannot advance. There are indications that this point has about been reached. Farmers, then, and others, should look long and carefully at a land transaction nowadays before undertaking it. To buy high-priced land now and finish paying for it when crop prices are comparatively cheap is extremely risky. Every banker knows it.

On the whole, however, the after-the-war changes will be so orderly and slowly made that there is slight ground indeed for any sort of apprehension. In the first place, the return of our men in the Army and Navy to civil life will of necessity be spread over a considerable period. Those abroad, in

particular, will still have work to do after the "unconditional surrender" which we deem so essential to the safety of civilization. And their withdrawal from Europe is hardly to be made under as great a pressure as their eastward trip across the Atlantic.

Moreover, the moment peace has become definitely assured, all sorts of enterprises held in abeyance will be free to develop. Millions of dollars' worth of work is thus awaiting release. Then, too, it will not be long before a well-ordered after-the-war program will be arranged. The nation, the states, corporations and individuals are already beginning to make ready for pushing forward work that is now impossible. The voters of one state alone are soon to decide for or against a \$60,000,000 bond issue for good roads, to be paid for by the motorists. The chances for the adoption of the measure are said to be good. The work will afford employment for thousands.

These are simply a few indications of what we may expect during the period of readjustment. Though this period to come will have to be bridged carefully, there is every reason to believe that it will be more than ordinarily active and that "the times will be good."

## UNIFORM WIDE-TIRE LAWS

OF the 48 states only 24 have wide-tire laws and of the latter no two are alike. It would scarcely be possible to state the incipency of the good roads movement more significantly. Though the country has advanced in the quality of its highways, the advance has just begun. It cannot go far without a uniform recognition by law, throughout the land, of the physical effect that the tires of farm wagons have on roads.

Half the states have attempted to regulate this effect, but their legal requirements vary widely. The other half have not even done that much. To make wide-tire laws and make them uniform is about the next big task that confronts all practical devotees of good roads.

An important department of the farm equipment industry has something nearer than a broad desire to serve the public at stake. With such a multiplicity of wide-tire laws with which to conform, the manufacturer of farm wagons is handicapped in another quarter on his way to the goal of standardization and elimination. State dealers' associations here have opportunity to wield a beneficial influence on wide-tire laws. But before they bring it to bear, the plan should be uniform.



# No Decrease in Demand for War Material

## Conservation Methods of the Government Continue to Cut Down Supply of Iron and Steel to Manufacturers.

New York, Oct. 29.—The prospect for peace, incidental to the Teutonic drive for an armistice, has not lessened the demand for steel to be used in the manufacture of war munitions; in fact, the United States Government and the Allies have redoubled their efforts to manufacture ordnance and projectiles in ample measure to meet the ever growing requirements of the Allied armies in the field. So heavy is the demand for steel to go into the rolling of rails, the building of cars and ships and for making shells that new steps were taken early this month to increase the steel supply available to make such necessary war materials, and many industries were called upon to reduce their use of steel, to a greater or less extent.

In this general conservation movement manufacturers of farm implements and farm operating equipment were called upon to curtail consumption of iron and steel 25 percent. The order became effective Oct. 1 and applies to the twelve succeeding months. From this curtailment, it is estimated that there will be a saving of 500,000 tons of iron and steel which can be applied to the production of guns, shells, rails, trucks, cars and ships. It is estimated that the agricultural machinery manufacturers ordinarily consume about 2,000,000 tons of iron and steel in a year.

Signed pledges must be given to the Government by the implement manufacturers to use material on hand and that may come into their possession, for the manufacture of tractors and farm operating equipment, to reduce the iron and steel tonnage consumed as directed; to comply with the regulations of the conservation division of the War Industries Board as to economies and the use of substitutes and to produce only the more essential operating equipment and parts and to distribute their products only for essential uses. Special rulings governing the output of farm tractors also were issued.

### Price Concession Refused.

In this connection, it is interesting to note that some large manufacturers of agricultural implements recently refused to accept concessions of \$5 per ton in the price of soft steel bars and some forms of agricultural steel because the acceptance of the concession obligates them to make no ad-

vance in the selling prices of their products.

Cast iron pipe foundries and many other large consumers of iron and steel, not directly essential to the making of war munitions, have been required to curtail their consumption of iron and steel just as the makers of farm implements have been required to cut output. Even manufacturers of bicycles, who use only a few thousand tons of steel in a year, have been compelled to join the conservation movement.

Manufacturers of wire products, who are operating less than 50 percent of capacity that more steel may be available for making shells and the rolling of rails, are still required to give most of their output to the United States Government and to the Allies. In the past two weeks, orders for over 200,000 kegs of wire nails have been distributed among the manufacturers for shipment to cantonments and military buildings in this country as well as for export to France. Such orders in the month of October probably have aggregated more than 300,000 kegs.

### Heavy Allocations to France.

In the last few days allocations of 75,000 tons of barbed wire have been made for export to France. Additional orders for 65,000 tons are about to be distributed for shipment to Italy but allocations for 90,000 tons for the British Government are temporarily held in abeyance because of necessary changes in specifications. Before the

end of the current month, orders for 30,000 tons of wire rods will also have been allocated for export to France.

It will be recalled that at a recent meeting in Washington, the Government asked for the manufacture and shipment of 60,000 tons a month of barbed wire, but a compromise was made to 55,000 tons a month for shipment over first half of 1919. Manufacturers already have their capacity sold for this year's shipment.

Among the war orders placed in the last few weeks have been about 30,000 tons of rails for export to France, including 15,000 tons of portable track, 25,000 Government motor trucks for December-June delivery, 13,000,000 screw spikes and 2,500 frogs and switches. The American Expeditionary Forces have also called for 40,315 more cars, the building of which will require 350,000 tons of steel. The motor trucks ordered will require 22,500 tons of chrome-vanadium steel.

### Almost All Steel for War Uses.

Almost the entire output of fabricated structural steel is going into war plan extensions and into military buildings. According to the Bridge Builders' Society report, made about the middle of October, covering the month of September, 108,000 tons of fabricated shapes were ordered. In the last few days, additional steel orders were placed for magazines and warehouses at Washington and Boston Navy Yards.

It is a significant fact that shipbuilders have been notified that the Government has restricted the building of ships to those that can be delivered in 1919. Ship construction is still calling upon the plate mills for about 50,000 tons of plate a month.

Steel and iron manufacturers have responded to the Government call for increased production with all their force and the result was a new maximum record of pig iron output in September, while the output of crude steel was about 12 percent over the August rate. Import production in September was at the rate of 46,785,000 tons a year. Unfortunately the influenza epidemic has seriously interfered with plant operations in the last few weeks and it may be that October, which is usually the best month in the year for production, will fall below September performances.

## COOPERATIVE TRACTOR CATALOG

"The Red Tractor Book"

AND

## MILLARD'S IMPLEMENT DIRECTORY

Published annually by  
IMPLEMENT TRADE JOURNAL CO.



# News of the Industry

## Auxiliary Elects Officers.

The annual meeting of the Auxiliary to the National Implement and Vehicle Association was held at the Congress Hotel, Chicago, Oct. 18. The annual report of the secretary showed that the finances of the organization are in good condition and that there had been a large increase in membership of the parent organization, both active and associate, and also a fair increase in membership of the Auxiliary.

On motion of J. F. Kurtz, Jr., it was ordered that members in any branch of Government service be carried on the membership list of the Auxiliary without payment of dues.

Appropriate resolutions were passed in honor of deceased members, Robt. H. Blackburn and Garson Myers.

The following officers were elected: President, W. J. Phalen, Buffalo Bolt Co., Chicago; first vice-president, C. M. Malott, Glidden Co., Indianapolis; second vice-president, W. C. McMahon, Northwestern Malleable Iron Co., Milwaukee; third vice-president, J. F. Kurtz, Jr., Crucible Steel Co. of America, Pittsburgh; chairman entertainment committee, W. R. Alcorn, Tousey Varnish Co., Chicago; chairman membership committee, P. C. Goble, Jones & Laughlin Steel Co., Chicago; secretary and treasurer, E. J. Baker, Farm Implement News, Chicago.

## Changes in Moline Management.

Some recent changes in management have taken place with the Moline Plow Co., Moline, Ill. D. J. Murphy, manager of the Minneapolis branch, will move to Moline and become one of the trade managers there. His position will be assumed by J. F. Bartels, who has been assistant manager of the Omaha house. The position of Mr. Bartels will be occupied by D. D. Hamer, until now traveler in northwestern Iowa.

J. L. Irving has been appointed general trade manager of the Moline Plow Co., Moline, Ill. He will have supervision of the management of sales of all kinds, and have for his assistants three sales managers, O. P. Robb, W. L. Clark and D. J. Murphy. Mr. Murphy has just undertaken the new

duties of his office as sales manager in Moline.

N. I. Milliken has given up his position as general manufacturing superintendent, and has returned to Poughkeepsie, N. Y., to resume his old position as manager of the Harvester Works.

## G. W. Acklam Is Dead.

G. W. Acklam, assistant manager of the J. I. Case Threshing Machine Co.'s branch at Lincoln, Neb., died on Oct. 21. Mr. Acklam has been in the employ of the Case company for eleven years, starting as a clerk at Lincoln, Neb., in 1907; since that time he has served as repair and extra man,



G. W. ACKLAM

expert, salesman and collector in various territories. Due to his ability to make good, he was transferred to Lincoln, Neb., in February, 1918, where he acted as assistant to C. D. Wood, the manager at that branch.

He was considered a valuable man to the Case company. He was very popular and well liked by all who came in contact with him, either through business or social relation. Mr. Acklam is survived by his wife, and parents, whose home is near Racine, Wis., where his father is a prominent farmer.

## Form Iowa Tractor Company.

The Iowa Truck and Tractor Co. has been incorporated in Des Moines Ia., with a capital of \$50,000. The officers are Frank Flynn, president; Edward Slininger, secretary, and Manning Martin, treasurer. Al Miller of the Apperson Motor Co., is manager.

## A Minnesota Mutual Dividend.

At a meeting of the Board of Directors of the Minnesota Implement Mutual Fire Insurance Co. held Oct. 15 at Owatonna, Minn., the resignation of D. H. Evans as president and director was accepted. To fill the vacancy caused by Mr. Evans' resignation the directors elected F. J. Lake of Minneapolis, formerly vice-president, to the presidency. C. F. Miller of Long Prairie was elected vice-president to fill the vacancy caused by Mr. Lake's advancement. R. L. Stebbins of Hancock, president of the Minnesota Implement Dealers' Association was elected director to fill the unexpired term of Mr. Evans.

Mr. Lake resigned the chairmanship of the Finance Committee and Casper Wackman of Detroit was elected to fill the vacancy. Another important action taken at the meeting was to declare a dividend of 50 percent for 1919, on hardware and implement risks, including dwelling houses and household furniture.

## Leading Hardware Man Dies.

Spanish influenza claimed another victim in the person of Wilson Eggers, head of the firm of Eggers & Foster Hardware Co., Sharpsburg, Ia., who died Oct. 19 after an illness of ten days.

Mr. Eggers spent seven years with the Saylor Hardware Co., Hopkins, Mo., before going into the business at Sharpsburg. He was one of the leading business men of his community and had a wide circle of friends. Burial was at Hopkins, Mo.

Mrs. Eggers has taken her husband's place in the store, which will continue business under the same name.

## Officers of Moline Plow Co.

The Moline Plow Co. officers for the ensuing year as announced this past week are: F. G. Allen, president and general manager; J. L. Irving, vice-president and general trade manager; H. S. Lord, vice-president and treasurer; L. C. Blanding, secretary; G. B. Odell, assistant treasurer; J. L. Hammerrich, assistant treasurer; Thomas J. Marshall, assistant secretary, and John N. Willys, chairman of the board.



## Postpone School for Dealers.

In a telegram to the Implement & Tractor Trade Journal W. B. Jones of the Division of Farm Mechanics, College of Agriculture, University of Illinois, says that all arrangements for the dealers' tractor schools have been postponed pending the decision of the Government regarding the establishment of tractor school for the army.

It had been originally planned to offer a series of Tractor War Courses of two weeks each, the first course beginning Oct. 14, and a new course starting every Monday until March 17. Of these courses those beginning Nov. 4, 11, 18 and 25 were to have been given especially for dealers in tractors and power farming equipment.

## A. F. Schlosser to Mansfield.

A. F. Schlosser has been appointed assistant sales manager of the Aultman & Taylor Machinery Co., Mansfield, O. Mr. Schlosser succeeds A. G. Millard, recently resigned. For some time Mr. Schlosser has been assistant manager of the company's branch at Great Falls, Mont., and at one time was manager for the Advance-Rumely Thresher Co. at Billings.

## H. J. Lewis a Denver Manager.

Harvey J. Lewis has been appointed manager of the Denver branch of the John Deere Plow Co. of Kansas City, Mo. He will succeed L. C. Frisk, who died of influenza. Mr. Lewis had been traveling the Sterling, Col., territory for the company the past two years.

## Texas Convention Date Set.

The convention of the Texas Hardware and Implement Association will be held at Dallas, Tex., Jan. 21 and 23. Headquarters will be at the Adolphus hotel. Plans are being made for an interesting program and the largest delegation ever present at one of the conventions is expected.

## Mount an Industrial Adviser.

Finley P. Mount, president of Advance-Rumely Co., LaPorte, Ind., has been appointed by the Department of Labor at Washington, D. C., as industrial adviser to district draft board No. 1, in the state of Indiana, consisting of 21 counties, and including the industrial district in the northwest part of the state.

The Cleveland Tractor Co. announces that the Roth-Cadillac Company of Erie, Pa., has arranged to handle Cleveland tractors.



## J. F. RICHARDS, II, KILLED

Son of Prominent Kansas City Hardware Distributor Reported to Have Fallen in Battle.

FIRST LIEUT. JOHN F. RICHARDS, II, has been killed in France, according to information received Tuesday of this week by his father, George B. Richards, vice-president of the Richards & Conover Hardware Co., Kansas



JOHN F. RICHARDS, II

City, Mo. Official confirmation had not been received from the War Department at that time, however, credence is given a cablegram from a relative in France which contained the information.

Lieutenant Richards had just graduated from Yale when he enrolled for training in the air service. He was one of the first ten aviators sent abroad and received his commission in France. He was 23 years old and had had been in France with the American forces for almost a year. Lieutenant Richards was very much admired by those who knew him. Men connected with the company in which his father is interested always spoke of him in the highest terms. Lieutenant Richards is the grandson of John F. Richards, president of the Richards & Conover Hardware Co.

## Promoted to Second Lieutenant.

FRANK H. McCULLOUGH has been promoted from sergeant to second lieutenant, according to word received

by his father, W. F. McCullough, secretary-treasurer of the Watkins-McCabe Mfg. Co., Wichita, Kan.

Lieutenant McCullough enlisted early in the war and has been in France since last April. He writes that he has been through a lot of the hottest fighting and come out without injury.

## Another Gold Star.

PRIVATE JOHN A. KEENAN, A. E. F., died recently from wounds suffered in battle, according to word received by his relatives. He was the son of Edward J. Keenan, chief engineer of the Deering Works of the International Harvester Co.

## Tony Holterman Missing.

TONY HOLTERMAN, son of A. J. Holterman, a dealer at Martinsburg, Mo., was among those reported as missing in action in one of the recent casualty lists. Before entering the army at the outbreak of the war he had been employed for more than two years in the offices of the J. I. Case Plow Works in Kansas City, Mo. No further information had been received early this week as to whether he had been captured or had been found wounded later.

## Fourth Brother in Service.

FRANK LINN, son of Gus Linn, well known implement dealer of Kimball, Neb., came to Omaha last week and joined the corps of ambulance drivers. He expects to be in France in three or four weeks.

He is one of seven brothers, four of whom are now in the service, and the other three of whom are awaiting their calls.

JOHN NEFF, formerly in charge of the office work for the Omaha branch of the New Idea Spreader Co., is now in training at the special mechanics school of the army at the University of Nebraska. He made a visit to his Omaha home recently. Mr. Neff had suffered an attack of influenza, but recovered quickly.

BERT CARTER, of J. H. Carter & Sons, implement firm at Waukegan, Ia., has passed his physical examination for service on the fighting lines and is now prepared to enter the National Army.

GEORGE ROMAN, formerly in the office of the Moline Plow Co., Moline, Ill., has arrived overseas with a regiment of infantry. His preliminary training was at Camp Grant.



# Tractor Parts and Accessories

## A New Replacement Coil

THE ignition coil situation has in the past been a serious problem for jobbers, dealers and service stations, owing to the multiplicity of



THE JEFFERSON IGNITION COIL

types on the market. Many jobbers and dealers have had to pass up the coil field almost entirely, because of the large and varied stock of coils that would be necessary to take care of all requirements.

The Jefferson Electric Mfg. Co., Congress and Green Streets, Chicago, has recently placed on the market a line of battery replacement coils and fittings. The extreme flexibility of Jefferson coils is obtained from several features, which include the fittings, adjustable caps, terminals and mounting arrangements.

To aid jobbers, dealers, service stations and garagemen, the Jefferson company has compiled a folder containing complete and authentic data covering all standard battery ignition systems. This folder lists all makes of cars from 1912 to the present date, and gives the year, model, type of ignition and style of Jefferson coil to be used for replacement.

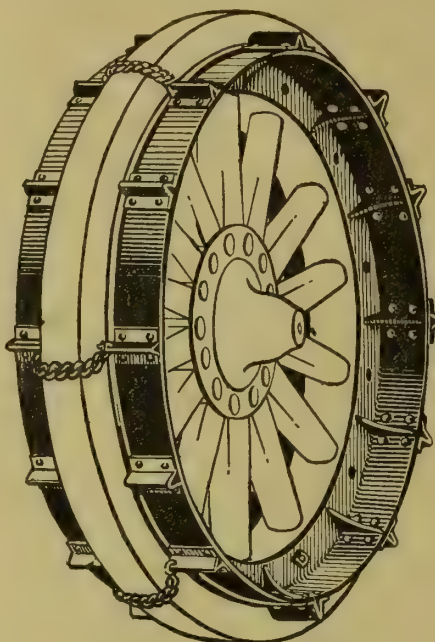
## The En-ar-co Motor Grease

A MOTOR grease designed for all-round use on the motor has been placed on the market by the National Refining Co., Cleveland, O. It is called the En-ar-co motor grease.

The manufacturers have endeavored to do away with the old inconvenience by which motor users required a variety of greases, one for compression cups, one for differentials, one for transmissions, etc. The chemists of the National Refining Co. state that the En-ar-co grease will provide perfect lubrication on any grease point and that it will not deteriorate.

## The Foley Traction-Rim

AN extension traction-rim to keep the truck wheel from sinking and spinning in soft ground and so help solve the country soft road problem is being marketed by the Foley Traction-Rim Co., Minneapolis, Minn. The wheel is fitted with one rim on chain-driven trucks or where there is



TRACTION RIM AND CHAIN

not a clearance of two inches or more, otherwise with three. On hard road the rims do not come into action at all, but when soft ground is reached the rim gives a bearing surface which prevents the wheel from sinking farther and the tractor lugs take hold firmly and prevent spinning.

The application of the rim is simple. The drive-wheels do not need to be removed or jacked up to make the attachment. The action is entirely automatic.

The company furnishes a chain of special design two inches wide by one-half inch thick, which lies flat on the rubber tire. The chain is so short when fastened to the traction cleats that it can move lengthwise but cannot turn on edge and cut the tire, as may be the case with a long chain. This chain has a quick detaching link so that it need only be used in cases of necessity, as on icy streets.

The Steel Products Co., Cleveland, O., will build a one-story machine shop addition, 89x120 feet.

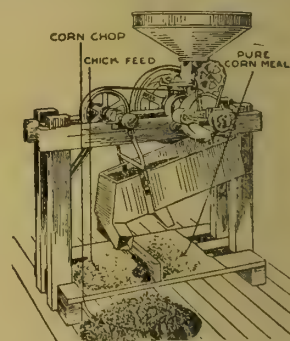
## A Mill for All-Round Use

THE Diamond Grinder Co., Cedar Falls, Ia., is handling a very complete line of small hand and power mills that are meeting with favor with farmers as a factor in economy and with millers for small quantities of meal.

The mills will make graham and whole wheat flour, buckwheat, rice and rye flour, oatmeal, corn meal, kafir meal, barley meal and poultry and stock feed. The burrs are made of the finest chilled steel and are guaranteed against ordinary farm use for a period of one year. Each mill has two sets of burrs, one fine and one coarse.

The company is especially featuring its power mill, which will grind from 4 to 25 bushels per hour and is operated by a 5 to 8 hp. engine. The specifications of the power mill are as follows:

Capacity of hopper.....	1 bu.
Height, floor to top hopper.....	44 in.
Length of frame.....	40 in.
Width, floor base.....	22 in.
Combined fly and belt wheel.....	35 lbs.
Drive pulley face.....	9 $\frac{3}{4}$ x5 or 7 $\frac{1}{2}$ x5 in.
Drive pulley for separator.....	4x2 in.
Separator belt wheel face.....	7 $\frac{1}{2}$ x2 in.



THE DIAMOND POWER MILL

Length of separator.....	19 in.
Depth of separator.....	6 in.
Width of separator.....	8 in.
Shipping weight .....	200 lbs.

The Aluminum Castings Co., Buffalo, N. Y., has let the contract for a trimming building, 80x100 feet, at its plant at Elmwood avenue and Erie railroad.

The U. S. Ball Bearing Manufacturing Co. has opened two new sales offices, one at 434 Rialto building, San Francisco, Cal., with S. C. Kyle as manager, and one at 1437 Dime Bank building, Detroit, Mich., with A. de Marigny in charge.



# The Wires Are "Hot" With Rush VIKING Orders

## The Greatest VIKING Advertising Campaign Is Sweeping Separators Off Dealers' Floors!

OVER 3,750,000 dairy farmers are being reached by the biggest advertising campaign ever put forth by any separator concern.

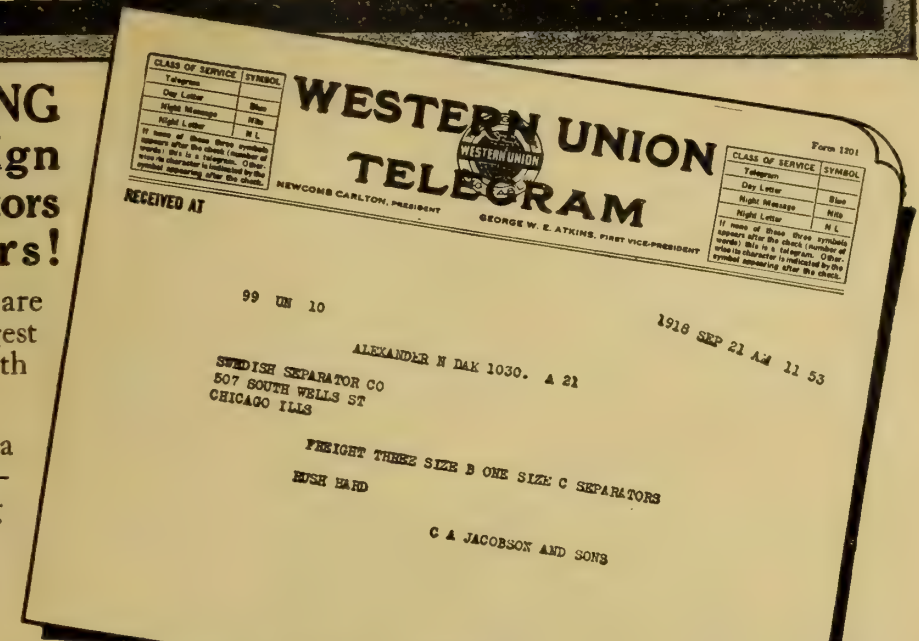
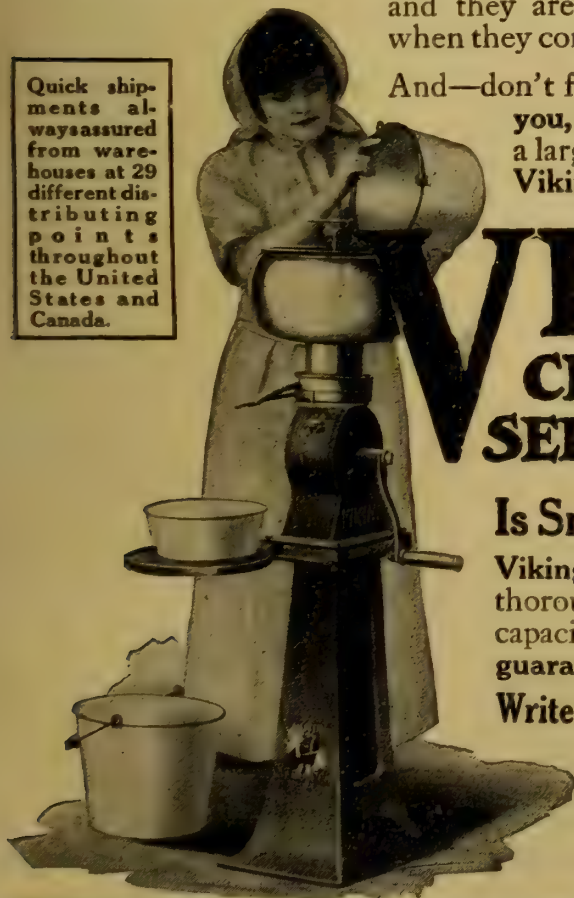
Viking dealers all across America report phenomenal sales—as a result of this conquering campaign.

Look at what C. A. Jacobson & Sons say in the letter below the telegram:—

"They (the dairy farmers) all ask to see the Viking and they are practically 'sold' when they come into the store."

And—don't forget the fact that you, the dealer, make a larger profit on every Viking sale.

Quick shipments always assured from warehouses at 29 different distributing points throughout the United States and Canada.



# VIKING CREAM SEPARATOR


## Is Smashing Sales Records for Every Dealer

Viking selling points make sales easy—low price, simplicity, thorough construction, ease of operation and cleansing, larger capacity than any other separator of equal rating and the **strongest guarantee ever written. Every Viking is guaranteed for a lifetime.**

## Write for Our Big Sales Making Proposition for Live Dealers

You will be interested in our 100% Co-operation For Dealers. It's a "Sure fire" sales maker. Write us at once for full particulars and Dealers' Terms.

**SWEDISH SEPARATOR COMPANY**  
Dept. G 507 South Wells Street Chicago, Illinois



**C. A. JACOBSON & SONS**  
"We Sell the Best Goods"  
Hardware - Harrows - John Deere Farm Machinery  
Minnesota Paints and Oils  
Mobil Oil  
MONARCH RANGES

Alexander, N. Dak., Sept. 21, 1918.  
Swedish Separator Company,  
507 S. Wells St.,  
Chicago, Illinois

Gentlemen:

We are today wiring you to ship us 3 "B" and 1 "C" size Viking Cream Separators. Sold two machines today.

I can certainly see that you have been "on the job," as they all ask to see the Viking and they are practically "sold" when they come into the store.

Very truly yours,  
C. A. JACOBSON & SONS.  
By *A. C. Jacobson*



# A Light General Purpose Tractor

**T**HE Uncle Sam tractor, 20-30 hp., manufactured by the U. S. Tractor & Machinery Co., Chicago, Ill., is one of the newer light, general purpose farm tractors making its appearance on the market. It is a machine of the four-wheel type introducing a number of new ideas in tractor construction.

The frame is made from pressed steel by use of special dies. The transmission is not dependent upon the frame but is contained in a strong, compact one-piece housing which is bolted securely to the case of the motor.

The front over-all width is 74 inches and the rear over-all width is 54 inches. The relative position of the front and rear wheels is such that when plowing the drive wheels and main mechanism set squarely on the unplowed ground, while the ball and

head valve, extra heavy duty, designed especially for tractor service and particularly for kerosene fuel; size: 4½-inch bore by 6-inch stroke; normal speed: 900 r. p. m.; carburetor: Bennett producer type kerosene; air cleaner: Bennett centrifugal (no water); oiling: Force feed and splash; ignition: Dixie high tension magneto with impulse starter; governor: Flyball type inclosed; water circulation: Centrifugal pump.

Transmission—Live axle gear set in dust-proof housing. All gears and bearings running in bath of oil; gears: Made by Nuttall; all gears are machine cut from forged steel blanks, heat-treated and sand blasted; bearings: Timken roller bearings throughout; axle, rear: Nickel steel, 3-inch diameter.

Belt Pulley—11-inch diameter, 7-inch face, 900 r. p. m. Belt speed 2,600 feet per minute (S. A. E. recommendation). Belt pulley is located in a convenient position ahead of the drive wheel with ample clearance for the belt.

Front Axle—I-beam steel with auto type knuckles, Timken roller bearings



THE UNCLE SAM TRACTOR

socket suspension of the front axle allows one of the front wheels to run in the furrow, which becomes the guide wheel in connection with the automatic steering features which are incorporated in the tractor.

The drawbar used is of the floating or automatically adjusted type. It is pivoted 17 inches clear of the ground and according to S. A. E. standards, due to the fact that the pivot is directly underneath the driving axle, the distance from the ground is not altered when the tractor moves over uneven ground.

Specifications of the Uncle Sam:

Type—Standard four-wheel, two drive wheels rear.

Length—128 inches over all.

Width—Front, 74 inches over all; rear, 54 inches over all.

Wheelbase—82 inches.

Tread—Rear, 42 inches, front, 68 inches.

Width of Drive Wheel—12 inches.

Diameter of Drive Wheel—50 inches.

Width Front Wheels—6 inches.

Diameter of Front Wheel—36 inches.

Motor—Type: Four cylinder, over-

in knuckle and front wheels, front axle is suspended from half elliptic spring, patented self-steering feature is embodied in the front axle construction.

Radiator—Latest "Cellular" type core. Steering Gear—Heavy worm and sector with 17-inch wood rim steering wheel.

Fuel Tank—Bulkhead type made of heavy steel, electric welded, 25-gallon capacity.

Frame—Deep section pressed steel.

Weight—3,600 pounds with tanks filled.

Speeds—Two forward and one reverse; normal or plowing speed, 2½ miles per hour; high, 3¾ miles per hour; reverse, 1¾ miles per hour.

Rating—Belt hp., 30; drawbar hp., 20; drawbar pull in pounds, at 2½ miles per hour, 3,000.

## District Managers Announced.

The Cleveland Tractor Co., Cleveland, O., has announced the appointment of the following district managers:

A. H. Pearsall, formerly manager of the Chicago branch of the Studebaker Corporation. Territory, the greater portions of Illinois, Wisconsin, Iowa and Missouri. Offices, People's Gas Building, Chicago.

F. N. Morgan, former assistant manager of the St. Louis branch of the Studebaker Corporation. Territory, Oklahoma, Texas, New Mexico, Arkansas, Mississippi, Louisiana and western Tennessee. Offices, Colcord Building, Oklahoma City.

B. F. Swanson. Territory, Minnesota, Montana, North Dakota, South Dakota except Clay and Union counties, and parts of northwestern Wisconsin and northwestern Iowa. Offices, Plymouth Building, Minneapolis, Minn.

C. W. Holloway. Territory, Georgia, Alabama, Florida, North and South Carolina and east Tennessee. Offices, Healey Building, Atlanta, Ga.

The following new distributors have been announced: Tenison, Bair & Frey Co., Dallas, Tex.; Clemens Automobile Co., Des Moines, Ia.

## Open Fargo Tractor School.

August Hanson, who has been in the service of the J. I. Case Threshing Machine Co. continuously for twenty years, the last fourteen years as branch house manager at Fargo, N. D., resigned Oct. 1 and has purchased from the Emerson-Brantingham Co. the Reeves property at Fargo, which consists of a half block of ground on which there is a building 100x240 feet. The entire building will be used for training men to operate tractors, automobiles, trucks, etc. All tractor manufacturers represented in Fargo are taking keen interest in this school and have furnished Mr. Hanson with tractors and equipments.

Tractor engineers have been in great demand in North Dakota the past year. Tractor owners are paying operators from \$10 to \$15 per day. The Government has drained the country of mechanically trained men. Manufacturers have been unable to furnish the expert service they desire on account of being unable to obtain experienced experts.

This large school, which will specialize in training men for tractor work, and in which there is ample room for training from 500 to 800 students in the next six months, aims to relieve the situation. The school is known as Hanson's Automobile and Tractor School.

## Pennsylvania Dealer Dies.

A. F. M. Stiteler, for many years a leading farm implement dealer at Byers, Chester County, Pennsylvania, died recently. He was 65 years old.

The Sumter Division, Splitdorf Electrical Co., Chicago, Ill., manufacturers of the Dixie magneto and Sumter starter coupling, has just secured a quantity contract for Dixie ignition equipment from the new Victory Tractor Co., Greensburg, Ind.





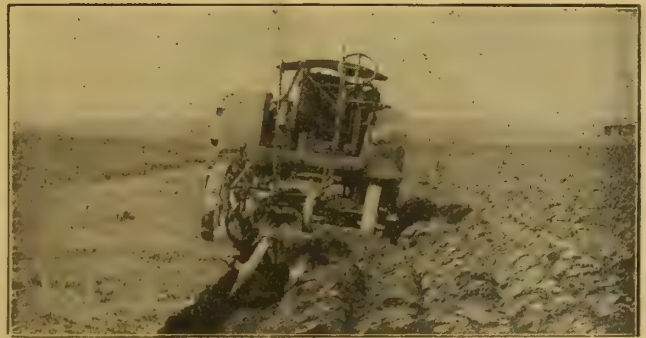
## The ALLWORK

Means More Business and  
More Profits for the  
Aggressive Dealer.

# The Allwork Tractor

**T**HE ALLWORK Kerosene Tractor has more power for its weight than any other four-wheel tractor. Only 4800 pounds and develops 3000 pounds draw-bar pull on high gear and 4000 pounds on low gear. Has the largest engine on any tractor pulling three plows. Four cylinder, 5x6, 700 R. P. M. Mounted cross-wise on the frame. Direct spur-gear drive, no intermediate. Belt pulley direct from crank-shaft extension. Here is the light tractor with an unusual record. It has demonstrated its success with satisfied owners everywhere. It is backed by a long-established organization that can give you quick, dependable service.

*Write for Our Proposition.*



**ELECTRIC WHEEL COMPANY**  
QUINCY, ILLINOIS



# MEETS *a popular* DEMAND

Oliver disk plows were built after a careful study of the difficulties encountered in hard plowing conditions. The thoroughness of this study and how well the difficulties were overcome is demonstrated by the demand upon the Oliver Works to furnish Oliver disk plows.

Oliver disk plows are made with two, three and four disks for either horse or tractor use.

Today is the best time for you to place your order for Oliver disk plows. It is your safest assurance for prompt deliveries to your customers. Order now and save possible disappointments later.

## Oliver Chilled Plow Works

Plowmakers for the World

Kansas City, Mo. Omaha, Neb.  
Dallas, Texas



## Will Make Big Shells

### Kansas City Hay Press Co. Closes a Million Dollar Contract.

Kansas City, Mo., Nov. 1.—The Kansas City Hay Press Co. has been awarded a contract for 100,000 shells of the 155-millimeter or 6-inch variety. It will approximate about \$1,250,000. A thousand shells must be ready for delivery Jan. 1. It is then planned to manufacture at the rate of a thousand a day. The contract is only a part of the number the company expects to manufacture.

George E. Balch, secretary of the company, received word of being awarded the contract from O. M. King, in charge of the foundry work of the company, who, with E. C. Sooy, president of the concern, is now in Washington.

Mr. Balch said that 75 percent of the plant's capacity would be required to turn out the shells. Before bidding on the present contract, the hay press company planned to make its own plant in the West Bottoms adequate. The move was approved by the Government and considerable work of alteration has already been done. Mr. King will have active superintendency of the manufacture.

### New Avery Assistant Manager.

William Grumbein, formerly blockman on the Great Bend, Kan., territory, has



WILLIAM GRUMBEIN

assumed the duties of assistant to E. J. Anderson, manager for the Avery Co. in Kansas City. He succeeds A. B. Hamer, resigned. Mr. Grumbein has been with the company for the past seven years and is exceptionally well qualified for the position to which he has been appointed.

Mr. Grumbein will be succeeded by J. H. Zimmerman, who formerly traveled the Hutchinson, Kan., territory for the Acme Harvester Co. Mr. Zimmerman will make his headquarters at Great Bend.

### Fire at a P. & O. Branch.

The Parlin & Orendorff Plow Co. has received information that a fire at the

Oklahoma City sub-branch did damage to the extent of about \$60,000. It is understood that the fire was confined to the elevator shaft and the third floor. Stock in excess of \$100,000 in value was carried at the sub-branch. Edwin Downes, manager for the company, is in Oklahoma City.

### Stanley Cunningham Seriously Ill.

According to a letter received Tuesday by R. W. Johnston, manager for the International Harvester Co., Stanley Cunningham of the firm of Cunningham-Beckman Supply Co., Norborne, Mo., was seriously ill at his home. Mr. Cunningham is one of the most prominent dealers in Missouri.

### Clubs Will Meet if "Flu" Permits.

The Kansas City Tractor Club will meet at the Hotel Baltimore at 6:30 o'clock Monday evening, Nov. 4, provided the ban against meetings of more than twenty persons has been lifted by that time.

The Kansas City Implement, Vehicle & Hardware Club will meet at the Hotel Baltimore at 6:30 o'clock Monday evening, Nov. 11, if the ban is lifted.

### Announce Avery Service School.

A tractor service school will be conducted at the Avery Co. branch here the third week in November and one will be conducted at the Wichita branch the fourth week in November. The schools will extend over a period of a week. The program and list of authorities who will have charge of the instruction will be announced later.

Ed P. Ambrose, traveler for the John Deere Plow Co. on the Cameron, Mo., territory, is recovering from an attack of influenza.

The distributors this past week have not been hampered with a great amount of business for immediate shipment. Contracting, however, is indicative of some big future shipments.

A report of an excellent condition in the wheat crop and an exceptionally large acreage is made by F. C. Grether, division sales manager of the John Deere Plow Co., who has returned from a trip through Missouri territory.

### A Relief.

Canvasser—This is the very latest work in your line. You can't afford to be without it.

Intended Victim—Still, I guess I'll do without it. I've been economizing so much lately that it's a kind of relief to do something I can't afford.—Boston Transcript.

### Considerate.

Little Alice was terribly afraid of cats. One day she had been standing on the doorstep for several minutes, looking at a big, black tom cat gullivanting on the fence. Finally she rushed into the house, looking very excited, and exclaimed:

"Muvver, I thought I'd better come in. Dat kitty was just so afraid of me I felt sorry for it and comed away!"—Twentieth Century Farmer.

"My hair is falling out," complained the thin man to the druggist. "Can't you recommend something to keep it in?"

"Certainly," replied the druggist, "I'd advise you to get an empty box."—Successful Farming.



# GARDEN-SEEDS-FIELD



*Loading Dock and Park*

## SEEDS

Field  
Garden  
Flower

## SEEDS



*View of Cleaning Room*

Write for Our Weekly  
Price Card

We extend  
a cordial invitation to all  
Implement Dealers

## Exclusively Wholesale

Send us your samples of  
Alfalfa, Sweet Clover, Cane,

Millet, Sudan  
Grass, etc.,  
for bids.

Sample Mailing  
Bags Furnished Free



*Seed Laboratory*

# The Mangelsdorf Seed Co.

Established 1875

Atchison, Kansas

Established 1875



## 18th Annual



**Feby. 18-22, 1919**

Will be held in the Forum and Annexes. Over two acres of floor space—concrete and brick. The Forum and Annexes cover one-half block of ground; some of it two floors. An exceptional amount of publicity is being given this show.

Regarding space and further information write or wire

**The Wichita Thresher and Tractor Club**  
Wichita (Incorporated) Kansas



## Sidney J. Mansur Is Dead

Manager for Advance-Rumely Co.  
Succumbs to Pneumonia.

Wichita, Kan., Nov. 1.—Sidney J. Mansur, 38, for five years manager of the Wichita branch house of the Advance-Rumely Threshing Machine Co., one of the largest houses on Tractor Row, died at the St. Francis hospital Tuesday morning of pneumonia, following an attack of Spanish influenza. He was one of the most prominent business men in Wichita, and was a member of the Tractor Club and of the Masonic lodge.

Mr. Mansur was born in Neenah, Wis., August 28, 1880. He was a graduate of the Neenah high school and later the university at Valparaiso, Ind. For four years he was in the employ of the J. I. Case Threshing Machine Co., Oshkosh, Wis., when he transferred to the Advance-Rumely Threshing Machine Co. at Minneapolis, Minn., where he was employed in the capacity of assistant manager. Later he became manager of their branch house at Sioux City, Ia. For five years he has been manager of the branch house at Wichita.

He is survived by his wife and two children, Miriam and Sidney, of the home

address, 1052 Coolidge avenue, his parents, Mr. and Mrs. S. J. Mansur, of Neenah, Wis., a sister, Mrs. J. J. Weiske of Ripon, Wis., and Mr. and Mrs. J. H. Graham of Wichita, Mrs. Graham being a cousin. Mrs. Mansur is ill as the result of the death of her husband and was unable to accompany the body to Oklahoma, where burial took place.

## Toured the South and West.

Charles H. Stanfield, manager of the Wilson-Wetterhold Grinding Machine Co., returned recently from a month's tour through the south, west and north in the interest of the grinding machine which his company manufactures. He was as far north as Lincoln, Neb., and south and west to El Paso, Tex., Los Angeles and San Francisco, Cal.

While exhibits were made at all points visited, he remained two weeks at Los Angeles, where he gave a practical demonstration at the National Tractor and Implement show, Sept. 7 to 21. Mr. Stanfield succeeded in contracting with two of the largest implement concerns on the Pacific coast, at Los Angeles and Francisco, to handle the Wichita made grinding machines. He enjoyed the trip immensely and feels well satisfied with the results obtained.

## Not Guilty of Complicity.

The Doctor—Half our troubles are due to the alimentary canal.

She—Well, my husband always was opposed to Roosevelt and Goethals digging it.—Judge.

# Bonniwell-Calvin Iron Co.

**Manufacturers and Jobbers**

*Implement Supplies*  
*Automobile Accessories*  
*Heavy Hardware, Iron and Steel*  
*Auto Hood and Radiator Covers*  
*Automobile Tops*  
*Cushions and Backs*

**1205 to 1219 West Tenth Street**  
**Kansas City, Mo.**



# G&O Radiators

**FOR TRACTOR SERVICE**

Provide highest efficiency in Engine Cooling

The G & O Mfg. Co.  
New Haven, Conn.



## Austin-Western Road Machinery Increases Business and Profits

Good roads are essential—so is the machinery for making and maintaining them.

There is Austin-Western time and labor saving machinery for every stage of road construction, whether crushing and handling rock, scarifying, grading, rolling, oiling, sprinkling, sweeping, or conveying and hauling materials.

You can keep business going and growing—  
increase your profits handling Austin-Western road machinery. The first step? Send for Catalog 18 the implement dealer's handy reference book.

**The Austin-Western Road Machinery Co.**  
Chicago

*Warehouses established at convenient points throughout the country to take care of our trade properly.*

## The Sheldon Odorless Sanitary Closet

**FASTEST SELLING ARTICLE in AMERICA**

These closets are selling by the thousands and you should have your share of this business.

A necessity for invalids. A comfort for all members of the family. A preventive against disease. Do away with the germ-breeding out-house. A trip to the out-house in unfavorable weather may CAUSE DEATH. A Sheldon Odorless Sanitary Closet may avoid it.

**Will Retail for \$18.00  
ORDER TODAY**

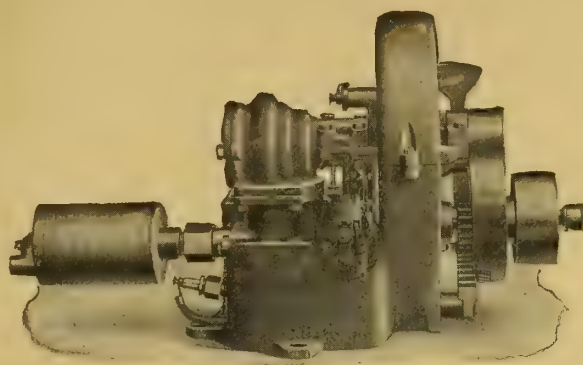
Write for illustrated circulars and prices to

**A. V. NUTT**  
1424 St. Louis Ave., Kansas City, Mo.



Let An "Opportunity" Ad do it! no matter what you wish to buy or sell, in the Implement, Tractor or farm equipment line, An "Opportunity" ad will help you. Only 2c a word.

# The "LITTLE PET" Gasoline Engine



## Implement Dealers!

**DON'T TRY TO SELL, JUST SHOW THE "LITTLE PET" AND YOUR CUSTOMERS WILL "TAKE 'EM AWAY FROM YOU!"**

Ideal for running Grain Graders, Cream Separators, Washing Machines, Churns and similar small tools.

Foot Pedal Starter makes it almost as convenient as an Electric Motor.

**LOOK AT THE DESIGN!  
SAFE - STURDY - RELIABLE**

Women **INSIST** upon having it. Don't overlook that when estimating your market.

We have a good dealers proposition, write for it.

## Elgin Gas Motor Co.

Elgin, Ill.

The "LITTLE PET" covers a field where the Larger Engines are not practical.



# "NORMA"

## PRECISION BALL BEARINGS

(Patented)



That safe reserve of resistance which serviceability demands must characterize every detail of construction in a machine. A part that is dimensionally small and insignificant may yet be the key to continuous, profitable, serviceable operation. No superficial analysis of values can be a safe guide to decision.

Builders of dependable ignition apparatus and lighting generators standardize on "NORMA" Precision Bearings—knowing that bearing failure in these secondary units will cripple the best car, truck, tractor, power boat or airplane, and relying upon "NORMA" Quality to guard against it.

Be SURE. See that your Electrical Apparatus is "NORMA" equipped.

**THE NORMA COMPANY  
OF AMERICA**  
1790 BROADWAY  
NEW YORK

BALL, ROLLER, THRUST, COMBINATION  
BEARINGS.

### AMONG THE DEALERS

#### Iowa.

Jewel.—George F. Philip succeeded C. T. Jacobson in the implement business.

Corwith.—F. L. Applegate purchased the implement business of J. J. Page.

Hawarden.—Riter Implement Co. will erect a new building.

Durant.—William Broders and H. H. Shafer installed a large stock of farm machinery and implements.

Council Bluffs.—D. G. Lewis purchased the interest of E. G. Nichols in the implement firm of McMillan & Nichols.

Ringsted.—Keigley Land Co. of Wells, Minn., succeeded Anderson & Nelson in the implement and hardware business.

Drakesville.—Drakesville Hardware Co., successor to A. H. Boles, requests catalogs on implements, hardware and vehicles.

Lamoni.—H. W. Teale purchased the stock of Charles Weable, which includes heavy farm implements, gasoline engines and cream separators.

St. Lucas.—Krusse & Knennen are successors to Gretman & Krusse. Catalogs requested on heavy farm implements, gasoline engines, cream separators and washing machines.

Storm Lake.—The building and stock of Carey Bros., implement dealers, were destroyed by fire recently.

#### Kansas.

Hoyt.—Jacob Howald is closing out his implement and hardware business.

Coats.—A. E. Horney succeeded Wood & Horney in the implement and hardware business.

#### SIoux FALLS



### A Rush on Corn Pickers

#### Sales Show Growing Dependence on Labor-saving Machinery.

Sioux Falls, S. D., Nov. 1.—Implement dealers in the corn growing sections of South Dakota report a good business in corn picking implements. It is reported by an Onida newspaper that Johnson & Spears, dealers of that place, in one day delivered corn picking machines to three different farmers, and orders were taken for several more. A Madison newspaper reports three quick sales by an implement house in Madison. The paper, commenting upon these sales, said, "These parties had large fields of corn to take care of, and figured out that the quickest way to save their valuable crops was to make an investment in modern labor-saving machinery."

Business in tractors and trucks continues quite brisk, and sales are reported in all parts of the state. Many farmers have purchased small tractors, with which they are doing their fall plowing.

The farmers of South Dakota have now generally completed the work of threshing, the weather during the fall having been ideal for this work. According to reports made to the state of-

ficers at Pierre, more than 2,500 threshing machines were utilized in the state. This year's small grain crop broke all former records, and will bring the farmers an aggregate return in money, at present market prices, of \$400,000,000.

#### S. D. Convention Larger This Year.

Officers of the South Dakota Implement Dealers' Association recently held a meeting in Sioux Falls to make preliminary arrangements for the annual convention of the association, which will be held in Sioux Falls Dec. 3, 4, 5 and 6. In the past the conventions have extended over only three days, but the business of the association has grown to such proportions that it was decided to have a four-day convention this year.

It is planned to make the program this year more attractive than ever. Leading men in the implement and vehicle trade of the country will be present and make addresses. There will be an exhibit at the city coliseum of tractors, trucks, gasoline engines and all the latest improved implements.

#### Machines Get Newspaper Comment.

In commenting upon the sale by the W. H. Wumkes Co., dealers in implements at Lennox, of a corn husking machine to Theodore and Martin Fodness, the Lennox Independent says: "Theodore figures that one of these machines can pick 500 bushels of corn a day. At the price they are paying per bushel for husking corn this season, one of these machines ought to be a very profitable investment." The average price paid by South Dakota farmers for corn huskers

## RUSTICENE

Trade Mark Reg'd—Pat. Off. Wash.

### LOOSENS METAL JOINTS

Bolts, nuts, pins, thumb-screws, spring-clips, knuckles, shaft-bearings and turn-buckles are readily released following the application of a few drops of RUSTICENE from an oiling can.

Free from acids or alkali; will not injure metal, rubber, wood, leather or fabrics; dissolves rust, verdigris, red or white lead, ammonia scale, paint, tar or grease.

#### A Farm NECESSITY!

Works Instantly!

(Non-inflammable)

THIS IS THE BIGGEST OPPORTUNITY FOR RETAIL DEALERS TO MAKE QUICK, CLEAN PROFITS. Rusticene enables farmers to keep implements and tractors in good condition without "expert" help.

Gramoline Co., Ltd.,  
11 So. LaSalle St., Chicago

## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—  
There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within safe, easy, quick reach of clerks and stock-keepers—  
It saves unlimited time and gives your customers better service.

Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

**F.E. MYERS & BRO.**  
ASHLAND OHIO.



this fall is eight and nine cents per bushel.

Under the supervision of Henry Holle of the Madison, S. D., Implement Co., a tractor plowing demonstration was held on a farm near Madison. A Moline Universal tractor pulled two plows in a stubble field at three-fourths speed. It was demonstrated that the tractor was capable of plowing from eight to nine acres per day. Of the demonstration the Madison Daily Leader said: "At the clip this tractor moved yesterday it is easy to figure the important place such a machine must have on a large farm where help is scarce."

Mr. and Mrs. Slocumb, late of Spencer, S. D., have taken up their permanent residence in Sioux Falls. Mr. Slocumb is with the Sioux Falls branch house of the International Harvester Co.

Dona Kauffman, during the summer and fall employed in the Aberdeen branch house of the International Harvester Co., has returned to his home at Webster, where he expects to remain until spring.

A. M. Tessier of Watertown, for some time connected with the International Harvester Co. branch house in that city, has resigned and accepted a position

with the LaCrosse Tractor Co. as salesman in the northern half of South Dakota. For the present he will continue to make his home at Watertown.

The Spencer Implement Co., Spencer, S. D., which recently had its building and stock destroyed by an extensive fire, has secured another building, in which a complete stock has been installed, and will carry on its business as usual. The loss of the company by fire reached about \$9,000, covered by insurance.

Nordal Mikelson, a farmer of Clay County, South Dakota, who recently was granted a patent on a corn husker of his invention, announces that he has arranged with Shoberg & Co., Sioux City, Ia., to manufacture the corn huskers for the market. Mr. Mikelson expects to have large numbers of the huskers on the market this fall. He lives near Vermillion and is one of the most progressive and successful farmers of that section.

"I say," asked Jenks, as he walked into Binks' shop, sample case in hand, "can a cowhide in a boot shop?"

Binks wasn't at all slow. "No," he said, "but calfskin."—National Hardware Bulletin.



## A Seasonable Business

### A Strong Demand for Tractor Plows —Contract Work Active.

Minneapolis, Minn., Oct. 31.—Fall business in various articles continues to be very good. Plows, especially for tractors, are in strong demand. Horse plows also have quite a call. Numerous seasonable items are having more of a call than for a long time. Labor saving machinery and equipment for convenience are wanted. It appears that the former is required to offset the scarcity of labor and the latter to make it an inducement for such labor as remains, to continue.

Contracting for next spring is coming along actively. The business so far written is ahead of the normal for this time. In part it is due to dealers having become reconciled to the higher costs and are therefore willing to pay them.

## The Quickest, Cheapest, Best Way

TO REACH THE

### Dealers of the Southwest

IS TO HAVE AN EXHIBIT AT

## Convention Hall

DURING THE

Annual Convention of the Western Retail  
Implement, Vehicle and Hardware  
Dealers' Association

January 13-18, 1919

Space 30c and 35c per Square Foot

ADDRESS

LOUIS W. SHOUSE, Sec'y

Convention Hall

Kansas City, Mo.



You will eventually  
support the one house  
that does business in  
the right way.

## WHY NOT TAKE ADVANTAGE OF OUR SERVICE NOW ?

We are Equipped to Satisfy  
your most Exacting  
Requirements

THE  
FAETH IRON CO.  
KANSAS CITY, MO.



**MEYERCORD**  
**GENUINE**

**DECALCOMANIA**

**QUICK SERVICE**  
**"AMERICAN MADE"**



There is much less attention than common being given to collections this fall for the reason that they have been coming in nicely without requiring much urging. Aside from a few unfortunate sections, where the crop was almost nothing, the collections have been coming in very well.

The railroad situation in general continues to be reasonably satisfactory. There has been a little congestion resulting in wheat piling up in the Minneapolis terminals, and a temporary embargo was laid for a short time. This was done once before this fall, and it resulted in a quick clearing of the yards, so it is not regarded as anything serious. In express matters, some of the new regulations continue to cause annoyance to shippers and trouble and delay to consignees.

### Minnesota Forest Fire.

The terrible forest fires which devastated an area some fifty miles east and west in northern Minnesota, wrecked some twenty towns, most of them small, but at least two of fair size—Cloquet and Moose Lake, Minn. The loss of life was appalling, there being around 1,200 deaths, mostly settlers. Already steps have been taken toward rebuilding the

burned area. It is suggested that inducements be offered to returned soldiers to take up land in the devastated section. Once it is cleared of timber, the land offers many inducements for agriculture, and a rich farming country may be the outcome.

### Much Saved in Threshing.

It is estimated that the campaign to eliminate waste in threshing resulted in the saving of 1,000,000 bushels of wheat in Minnesota, with an estimated value of \$2,060,000. This was recently reported to the threshing division of the United States Food Administration by L. R. Bassett of the University Farm. The university farm school conducted an educational campaign for more careful threshing methods, and followed it up with a field inspection of threshing outfits. As a result of the saving in wheat as well as of other grains, Mr. Bassett records that the work be made permanent. In the field inspections, it was found that one-fourth of the thresher rigs were wasting 2.52 percent of the grain. A second test was made and it was found that the waste was reduced to one-half of 1 percent, a saving of 18.57 bushels per day for each rig.

W. Farmer, chief expert of the Moline Plow Co., Moline, was a visitor of the Minneapolis branch last week.

C. D. Velie of the Deere & Webber Co. and George P. Schutz, sales manager, have recently returned from a ten days' trip in Montana.

E. W. Morse, for eighteen years private secretary to C. D. Velie of the Deere & Webber Co., has gone to Washington to engage in Government work.

Burglars entered the office of the Twin City Separator Co. in Minneapolis recently and blew the safe, securing three \$50 Liberty Loan Bonds and \$35 in cash.

The Twin City Implement, Vehicle and Hardware Club had a meeting scheduled for Oct. 21, but on account of the epidemic of influenza, the gathering was called off.

C. D. Velie of the Deere & Webber Co., with J. W. Thomas, J. L. Molstad and G. P. Schutz, sales managers, made a brief visit to the factory at Waterloo, Ia., last week.

R. H. Procter, manager of the Northern Rock Island Plow Co., was out in western Minnesota looking over that section of the territory. He found conditions there very satisfactory.



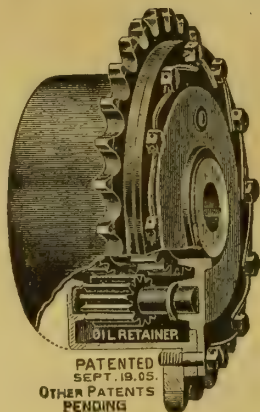
### COW STANCHIONS

Are in demand. Will you take advantage of it? Mention them to all your customers. Refer to our Catalog, pages 385-6.

Send Us Your Mail Orders

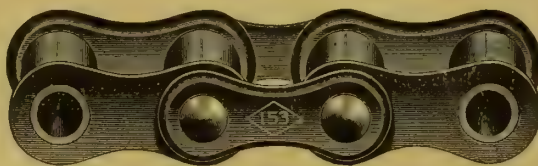
# STOWE

KANSAS CITY



## Cullman Sprockets and Differentials

IN STOCK AND TO ORDER



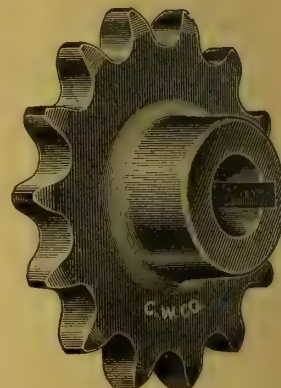
Diamond, Whitney, Baldwin, Duckworth, Culver-Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand.

Catalog.

CULLMAN WHEEL COMPANY

1347 Altgeld Street

CHICAGO



Steel for Service

## Does a Tractor Replace Horses?

The pulling power of several horses is not supplanted by a tractor but by the transmission of a tractor.

Therefore, to get the maximum of power from the engine to the drive wheels, use gears cut from

### Carnegie Rolled Steel Blanks

Although the lightest gears available, they wear from three to seven times longer than cast steel gears.

Furthermore, they insure low fuel cost and minimum tractor upkeep.

# Carnegie Steel Company

General Offices: Pittsburgh, Pa.

1160



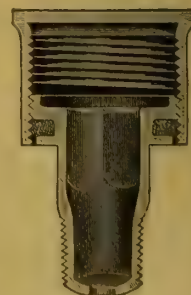
Fig. 200—PLAIN

## EMPRESS

Brass and Steel Grease and Oil Cups

BUILT FOR SERVICE

Catalog V Upon Request



Leather Packed

BOWEN PRODUCTS CORPORATION

Successors to Bowen Mfg. Co.

Auburn Division, AUBURN, N. Y.



# AUSTIN FARM DITCHER

ROAD GRADER and  
TERRACER



Simple, superior and inexpensive for making irrigation and drainage ditches

—grading and building roads—building and tearing down rice levees—terracing—back-filling tile ditches—filling gullies—bed-furrowing and making turn-rows—making fire guards for fences and buildings—and for many other uses.

Live dealers will recognize in this implement of many uses a means of quick and easy profit.

Made by a firm for forty years leaders in the manufacture of earth working machinery.

For full particulars, write for catalog.

**F. C. AUSTIN COMPANY, Inc.**

Dept. B Railway Exchange Bldg.  
CHICAGO

All Steel  
Sturdy



## HOTEL TULLER

DETROIT, MICH.

Center of business on Grand Circus Park. Take Woodward car, get off at Adams Avenue.

**ABSOLUTELY FIREPROOF**

The TULLER guarantees greater value for the dollar than any hotel in existence.

600 ROOMS Rate: \$1.50 up, single; \$3.00 up, double 600 BATHS

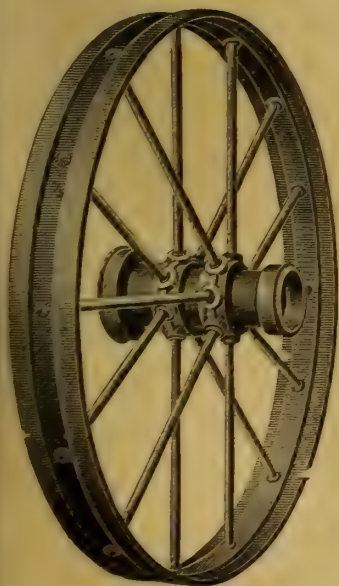
Total 600 Outside Rooms. All Absolutely Quiet.

Two Floors—Agents' Sample Rooms

**NEW CAFETERIA GRILL**

# HAVANA WHEELS

They Carry the Load



Metal Wheels of  
All Kinds to Suit  
Customer's  
Requirements

**Havana Metal Wheel Co.**

HAVANA, ILL.



## BALDWIN ROLLER CHAINS

Chain drive on tractors has proven most efficient. More tractors have BALDWIN CHAIN DRIVES than any other.

This is because the efficiency and "know how" of Baldwin's product has been conscientiously applied to the tractor problem.

### OUR AGENTS

C. D. Schmidt, 276 Canal St., New York City.  
N. A. Petry Co., Inc., 1307 Race St., Philadelphia, Pa.  
Walter H. Williams, 175 Massachusetts Ave., Boston, Mass.  
W. D. Foreman, 1607 Prairie Ave., Chicago, Ill.  
M. & M. Co., Cleveland, Ohio.  
Neustadt Automobile & Supply Co., St. Louis, Mo.  
Motor & Machinists' Supply Co., Kansas City, Mo.  
C. J. Smith & Co., St. Paul, Minn.  
M. A. Bryte, Inc., 543 Golden Gate Ave., San Francisco, Cal.  
Lyman Tube & Supply Co., Ltd., Montreal, Toronto, Can.  
J. M. Howe, 245 Plymouth Bldg., Minneapolis, Minn.  
Wirthlin-Mann Co., 318 West Third St., Cincinnati, Ohio.  
H. V. Greenwood, 122 So. Michigan Ave., Chicago, Ill.



**Baldwin Chain and  
Manufacturing Co.**

WORCESTER,  
MASS.





## Iowa Is Happy Over Crops

**Heavy Rains Assure Growth—  
Business Is Flourishing.**

Des Moines, Ia., Nov. 1.—Heavy and general rains have been very beneficial

in their effect on crop futures in Iowa this week. The rains were copious in most sections early this week and gave splendid impetus to the growth of the winter wheat, which is now flourishing in all sections and which is greater in extent than the record acreage harvested this year.

The corn husking season is at its height and a splendid crop of exceptional quality and immense quantity is being rapidly picked and stored. The extent of all damage, drouth and frost alike, has been less than 10 percent of the total crop and the state is now harvesting a really splendid yield of the maize. The quality of the corn is especially pleasing.

### The Dealers Are Cheerful.

Repairs for corn tools are in constant demand. Many tractor repairs also are being called for as the tractors are being used more than ever before. The dealers can now see their way clear to the end of a good business year and are making plans for attendance at their annual convention which will be held, as usual, in this city during the first week in December. Business has been damaged to some extent by the epidemic of Spanish influenza.

### Several Down With the "Flu."

The epidemic has attacked several of the implement people. The wife of Charles Spaight, dealer at Clarion, Ia., has been ill with the disease. Among dealers who have had the disease and who are now convalescent are Chris Hansen of Harlan, Ia.; Lars A. Dale of Story City, Ia., and P. M. Martin of Roland, Ia.

Ezra M. Hardin, dealer in implements at Minden, Ia., is one of the fathers of the state who are proud of boys already in the fighting units in France. Young Mr. Hardin has arrived overseas and has already had his touch of the real thing on the firing line.

A. G. Forney, traveler for the J. I. Case Plow Works, and Truman Rinehart, Avery traveler, were homeward bound to Des Moines from northwest Iowa last Friday when the engine on their train went dead at Story City. It was about supper time and the conductor said they would have time to go up town to eat. When they returned to the station the train was gone and with it their grips, coats, and all belongings. By dint of an auto trip they reached Des Moines some two hours after the train did and found their belongings safe at the station here.

### Wichita Supply Co.

**BELTING, PACKING, WIRE  
CABLE, THRESHER SUPPLIES**

Phone M. 537      Wichita, Kas.

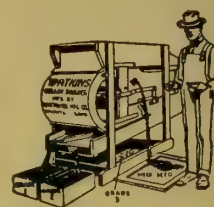
## BULLER-COUPLER



A perfect, automatic hitch for Tractors, Trucks, Automobiles, Threshers. Can be easily attached to any tractor, truck or trailer.

A STANDARD EQUIPMENT.

**BULLER COUPLER COMPANY**  
Hillsboro, Kansas



## Watkins Grain Grader

Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

**Large Capacity**

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

**Watkins Mfg. Co.** 242 South Wichita St.  
WICHITA, KANS.

# Crescent Plow Shares

## Leaders—In Forge and Furrow



Reverse Side of Regular Style Share. Note the wide REINFORCED POINT and WELD.



Crescent reinforced Shares are made by specialists in share production from the finest grades of steel for the purpose. They are made in more than 1,000 patterns to fit all makes of plows.

Every share is tested before leaving our factory and a perfect fit is guaranteed.

*Sold by All Jobbers of Implement and Blacksmiths' Supplies.*

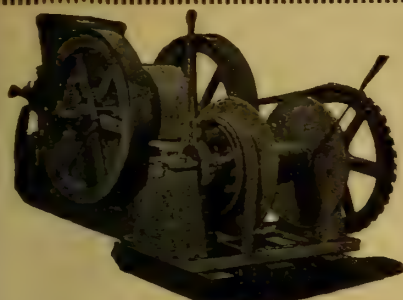


**Crescent Forge & Shovel Co.**

Havana, Illinois







4-H. P. Gasoline Engine and this Single Drum Hoist will lift 1,000 Lbs. on Single Line 100 Feet per Minute.

Manufactured by

Havana Manufacturing Co., Havana, Ill.

## Single Drum Hoist

For

Farmers and Contractors

Toggle Type of Clutch Easily Adjusted Will Not Slip Nothing to Wear Out

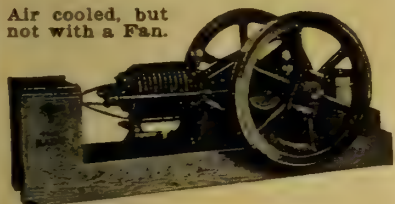
When clutch is disengaged the brake acts automatically. Load can be held at any point and released as desired.

## THE GADE "THE ENGINE THAT BREATHES"

Excels All Others in

POWER SIMPLICITY, DURABILITY AND FUEL ECONOMY

Air cooled, but not with a Fan.



Dealers reap big profits selling our famous pumping engines. On the market eighteen years. Thousands in use everywhere. Our big folder brings full information on our complete line from 1 1/4 to 16 hp. gasoline or kerosene. Get our liberal selling plan AT ONCE.

Transfer stock at Mendota, Illinois

GADE BROS. MFG. CO.

300 IOWA STREET IOWA FALLS, IOWA

## DISC PLOWS

**M**OLDBOARD Tractor Plows are sure to fail to work in many places. The next thing to do is to get Sanders Tractor Disc Plows.

Or, it would be better to get Sanders Disc Plows in the beginning, thereby saving much trouble and the cost of the moldboard plow.

**Newell Sanders Plow Company**  
Chattanooga, Tenn.

## TRACTOR WHEELS



All Sizes and Capacities

Mechanical detail and superior merit the result of twenty-five years of specializing in steel wheel manufacture.

We manufacture wheels to conform to special requirements of tractor builders.

Inform us of your requirements and take advantage of such help as can result only from our broad and long experience.

We also manufacture steel wheels for all other purposes.

## FRENCH & HECHT

Successors to

Bettendorf Metal Wheel Company  
Davenport, Iowa and Springfield, Ohio

## Red Seal Dry Batteries



Spark Strongest  
Lasts Longest

The Guarantee Protects You

ASK YOUR JOBBER

Guarantee backed by

**MANHATTAN ELECTRICAL SUPPLY CO., Inc.**

Chicago New York St. Louis Frisco

Factories:

Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.



## BUCKEYE

ELECTRIC

### House Pump

For Suburban and City Residences

Automatically Controlled  
Noiseless in Operation  
Efficient

Equipped with Hyatt Roller Bearings. Internal Gear and Main Shaft are automatically oiled. Rubber Faced Valves. Repulsion Induction Type Motor, especially designed for this class of work. Capacity 180 gallons per hour. Write for bulletin and prices today.

Manufactured by

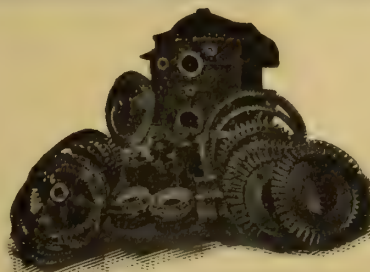
**Mast, Foss & Co., Springfield, Ohio**

Box E-10

## TRACTOR

GEARS AND TRANSMISSIONS

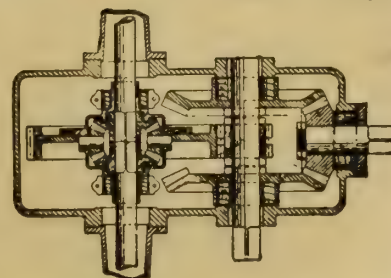
Our facilities and expert knowledge of the tractor business enable us to give you the best possible service and engineering advice. Consult us freely.



**William Ganschow Co.**

Chicago

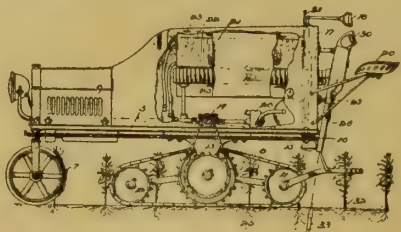
Washington Blvd.  
at Morgan St.



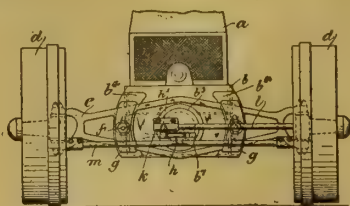


# Implement and Tractor Patents Issued September 10, 1918

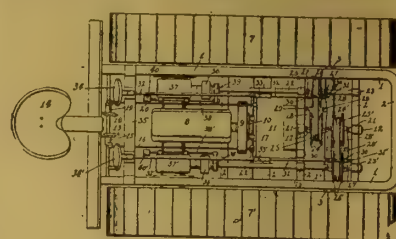
1,278,217. APPARATUS FOR IRRIGATING PLANTS. ELTON F. REID, Waco, Tex. Filed June 8, 1918. Serial No. 238,863. (Cl. 137-63.)



1,278,650. TRACTOR. EDWARD R. HEWITT, Midvale, N. J. Filed Aug. 30, 1916. Serial No. 117,585. (Cl. 21-197.)



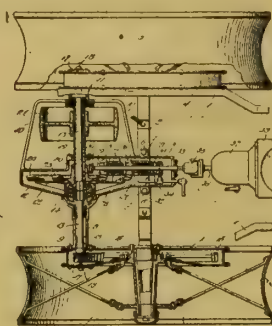
1,278,256. TRACTION-ENGINE. ALBERT R. THOMPSON, San Jose, Cal., assignor to Anderson-Bargrover Mfg. Co., San Jose, Cal., a Corporation of California. Filed Dec. 4, 1916. Serial No. 134,843. (Cl. 180-9.)



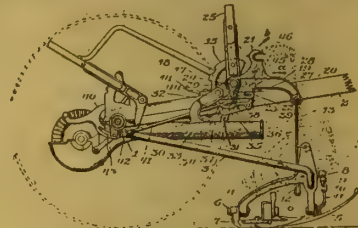
1,278,573. SEED-PLANTER. ALFRED B. BENNETT and FESTUS N. STOKES, Stokesville, Ga. Filed Oct. 6, 1917. Serial No. 195,100. (Cl. 221-135.)



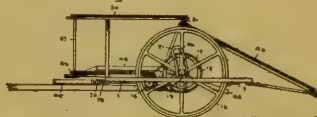
1,278,328. TRANSMISSION-CASING FOR TRACTORS. GEORGE IRA GARGETT, Alma, Mich. Filed Dec. 17, 1917. Serial No. 207,563. (Cl. 74-56.)



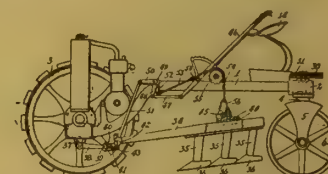
1,278,182. MOWING-MACHINE. RICHARD E. MCINTIRE, Chicago, Ill., assignor to International Harvester Company of New Jersey, a Corporation of New Jersey. Filed Feb. 4, 1916. Serial No. 76,222. (Cl. 56-74.)



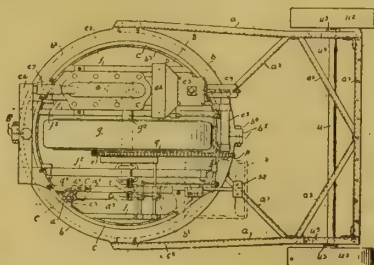
1,278,644. CORN-HARVESTER. WILLIAM D. HAZENHYER, Wellington, Kans., assignor of forty-nine one-hundredths to James W. Calta, Platte, S. D. Filed May 3, 1916, Serial No. 95,128. Renewed July 17, 1918. Serial No. 245,404. (Cl. 56-107.)



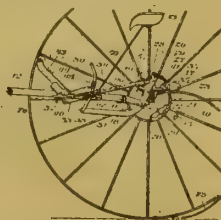
1,278,574. PLOW. EDBERT R. BENNETT, Oakland, Cal. Filed Mar. 7, 1918. Serial No. 220,900. (Cl. 97-36.)



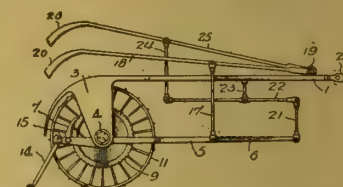
1,278,498. TRACTOR. BERT R. PARROTT, Jackson, Mich., assignor, by mesne assignments, to Highway Tractor Company, Indianapolis, Ind., a Corporation of Indiana. Filed Mar. 11, 1916. Serial No. 83,449. (Cl. 180-26.)



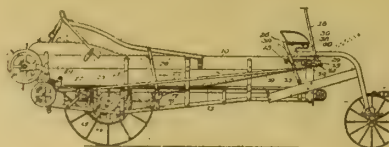
1,278,181. RAKE. RICHARD E. MCINTIRE, Chicago, Ill., assignor to International Harvester Company of New Jersey, a Corporation of New Jersey. Filed Dec. 8, 1915. Serial No. 65,684. (Cl. 56-65.)



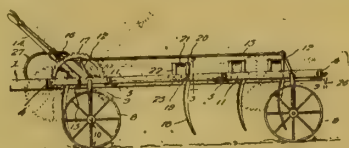
1,278,759. TRACTOR ATTACHMENT FOR VEHICLES. JOHN SAINTEVE and LAWRENCE LEWIS, Belleville, Ill. Filed Nov. 25, 1916, Serial No. 133,374. Renewed Dec. 29, 1917. Serial No. 209,603. (Cl. 21-183.)



1,278,091. MANURE-SPREADER. ERNEST BASEMAN, Hamilton, Ontario, Canada, assignor, by mesne assignments, to International Harvester Corporation, a Corporation of New Jersey. Filed Jan. 23, 1915. Serial No. 3,936. (Cl. 275-5.)



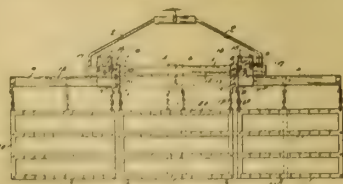
1,278,793. SPRING-TOOTH HARROW. DAVID W. TOZIER, Kellher, Minn. Filed Apr. 30, 1917. Serial No. 165,479. (Cl. 55-74.)



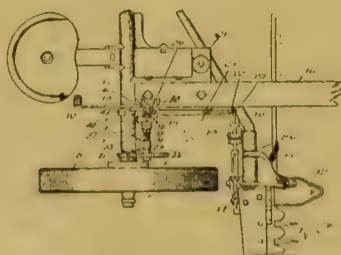
1,278,102. GRAIN-HARVESTER. EDWARD W. BURGESS, Chicago, Ill., assignor to International Harvester Company of New Jersey, a Corporation of New Jersey. Filed July 5, 1916. Serial No. 107,678. (Cl. 56-100.)



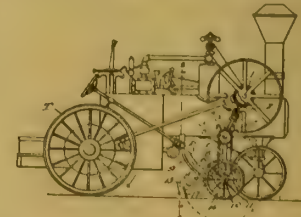
1,278,791. HARROW. CARL TOBIASON, Sycamore, Ill. Filed Jan. 10, 1917. Serial No. 141,592. (Cl. 55-84.)



1,278,103. MOWING-MACHINE. EDWARD W. BURGESS, Chicago, Ill., assignor to International Harvester Company of New Jersey, a Corporation of New Jersey. Filed July 5, 1916. Serial No. 107,678. (Cl. 56-74.)



1,278,768. STEAM STUMP-CUTTER AND SOIL-PREPARER. CARL AUGUST SAHLBERG, Chicago, Ill. Filed Mar. 18, 1918. Serial No. 223,195. (Cl. 97-71.)





# ANSWERS

## This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### P319 for Disk Plow.

R. O. MULLIGAN, Scottsville, Ky.: P319 is a disk standard plate for a disk plow made by Deere & Co., Moline, Ill. Repairs can be obtained from the John Deere Plow Co., St. Louis, Mo.

### Buckeye Drill Repair List.

J. K. & J. O. TULLOSS, Sedan, Kan.: We have asked the American Seeding Machine Co., Springfield, O., to send you repair list for the Buckeye drills.

### 0829 for Disk Harrow.

J. A. CHRISTIAN & CO., Paducah, Tex.: 0829 is a wheel box for a disk harrow made by the Sterling Mfg. Co., Sterling, Ill. Repairs can be supplied by the Sterling Mfg. Co., Omaha, Neb.

### No. 977 for Hay Rake.

OLPE HARDWARE CO., Olpe Kan.: No.

## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year.

Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing. We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws. Write AERMOTOR CO., 2500 Twelfth St., Chicago

### Clamp Storm Aprons

ADJUST TO ANY SIZE DASH  
SIX STYLES—ALL GOOD

Ask For Catalog No. 22

### Bayles Vehicle Top

and  
Trimming Co.  
KANSAS CITY, - MISSOURI

## Sheet Metal Stampings

### Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding. Estimates cheerfully furnished on your requirements

## The Bossert Corporation

UTICA, N. Y.

977 is a goose neck on the head of a hay rake made by the Ohio Rake Co., Dayton, O. The B. F. Avery & Sons Plow Co., Kansas City, Mo., can furnish repairs.

### SB11 and SB12 for Land Roller.

GUY DENNIS, Addison, Tex.: SB11 and SB12 are parts for a land roller made by the Dunham Co., Berea, O. Repairs can be obtained from John Deere Plow Co., Dallas, Tex.

### R503 for Sulky Rake.

HOMINY TRADING CO., Hominy, Okla.: R503 is a head support and ratchet shield for the New Champion hay rake made by the International Harvester Co., Chicago, Ill. Your order has been forwarded to the International Harvester Co., Oklahoma City, Okla.

### Broom Handles and Twine.

W. R. FREEMAN, Arnett, Okla.: Your order for broom handles and broom twine has been sent to the Western Broom Supply Co., Kansas City, Mo.

### RD23 for Disk Plow.

ED ARCHER HARDWARE CO., West, Tex.: RD23 is a wheel box for a plow made by the Moline Plow Co., Moline, Ill. Repairs can be supplied by the Texas Moline Plow Co., Dallas, Tex.

### A368 for Harrow.

H. B. GORDON, Oak Hill, Kan.: A368 is a casting for a harrow made by the Kingman Plow Co. The Martin & Kennedy Co., Kansas City, Mo., can furnish repairs.

### Small Tin Name Plates.

ED ARCHER HARDWARE CO., West, Tex.: Small tin name plates are made by the Partridge-Scottford Stamp & Stencil Co., Kansas City, Mo.

### Repairs for Acme Oil Stoves.

O. W. CHILDS, Douglas, Okla.: Repairs for the Acme oil stoves can be obtained from the Metzner Stove Repair Co., Kansas City, Mo.

### House Moving Trucks.

HODGSON IMPLEMENT & HARDWARE CO., Little River, Kan.: House-moving trucks are made by the following firms: Electric Wheel Co., Quincy, Ill.; Empire Mfg. Co., Quincy, Ill.; and La Plant-Choate Mfg. Co., Cedar Rapids, Ia.

### A3 for Disw Harrow.

I. G. SIMMONS, Garnett, Kan.: A3 is a standard box for a disk harrow made by the Ohio Cultivator Co., Bellevue, O. Repairs can be supplied by the Rhodes Implement Co., Kansas City, Mo.

### A12 for Plow.

W. C. ROLLOW, Ada, Okla.: A12 is a moldboard for a plow made by the Emerson-Brantingham Implement Co., Rockford, Ill. Repairs can be furnished by the Emerson-Brantingham Implement Co., Oklahoma City, Okla.

### Repairs for Disk Harrow.

WENTWORTH MERCANTILE CO., Unionville, Mo.: No. 2402 is the upper half of a bearing, 2405 is the lower half of the bearing and 2406 is a spacer between the disks for a disk harrow made by the J. I. Case Plow Works, Racine, Wis. The Kansas City branch has these repairs.

### Repairs for Ohio Cultivator.

KIT CARSON IMPLEMENT CO., Kit Carson, Colo.: No. 41 is a spool, 43 is a half box and 44 is a half box for disk harrow made by the Ohio Cultivator Co., Bellevue, O., and repairs can be obtained from the Rhodes Implement Co., Kansas City, Mo.

### Repairs for Stoddard Line.

O. GOSSARD, Oswego, Kan.: Repairs for the Stoddard line cannot be obtained at this time.

### HT-2 for Harrow.

PRAIRIE HOME MERCANTILE CO., Prairie Home, Neb.: We find HT-2 is a rocker arm for a pipe harrow made by the Racine Sattley Co. Repairs can be obtained from the Omaha Western Sales Co., Omaha, Neb.

### No. 5374 for Plow.

F. L. HUMBLE, David City, Neb.: We find that No. 5374 is a wheel boxing for a sulky plow made by the Parlin & Orendorff Co., Canton, Ill. Repairs can be obtained from the Parlin & Orendorff Co., Omaha, Neb.

### No. 73 for Ashurst Press Drill.

A. E. CARSON, Brunswick, Mo.: Your order for four No. 73 repairs for Ashurst press drill has been forwarded to the Swanson Plow Co., St. Joseph, Mo., for their attention.

## Four Drive Tractor Agencies.

M. J. BAILEY, Custer, S. D.: We have asked the Kansas City Four Drive Sales Co., Kansas City, Mo., to send you a list of the Nebraska and South Dakota local agencies for the Four Drive tractors.

## WHO KNOWS ABOUT THESE?

PETER OLSON, Bennett, Neb., asks where repairs for the Steel Queen wind mill can be obtained.

W. C. ROLLOW, Ada, Okla., wants repairs for a turning plow that has the left hand moldboard branded X13, the land-side XC5 and the frog of landside XC4L and XC6L.



Trade Mark, Reg. U. S. Pat. Office

## ASBESTOS BRAKE LINING

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.

We can make any width up to 6 ins.

**STAYBESTOS MFG. CO.**

5549 Lena St. Philadelphia



## LEWIS VALVES

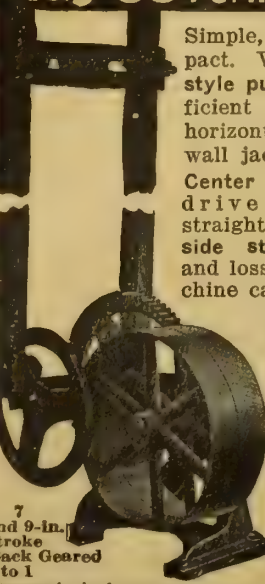
CAN'T BE BEAT

The Lewis Steel Products Company

4080 Detroit Ave.

TOLEDO - - - OHIO

## Hayes CENTER-DRIVE PUMP JACK No. 2



Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the cheapest jack—special features unequalled at any price—the one compelling pump jack value.

You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

**HAYES PUMP & PLANTER CO., Galva, Ill.**



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## Too Bad He Couldn't March.

United States Senator Howard Sutherland, of West Virginia, tells a story about a mountain youth who visited a recruiting office in the senator's state for the purpose of enlisting in the regular army. The examining physician found the young man as sound as a dollar, but that he had flat feet.

"I'm sorry," said the physician, "but I'll have to turn you down. You've got flat feet."

The mountaineer looked sorrowful. "No way for me to git in it, then?" he inquired.

"I guess not. With those flat feet of yours you wouldn't be able to march even five miles."

The youth from the mountains studied a moment. Finally he said: "I'll tell you why I hate this so darned bad. You see, I walked nigh on to one hundred and fifteen miles over the mountains to git here, and gosh, how I hate to walk back!"—Everybody's Magazine.

## Try Anything Once.

"We'll make a night of it," declared the Bostonian. "We'll have a feast of reason and a flow of soul."

"All right," assented the New Yorker. "I never heard of them cabaret features, but they sound good."

## WHERE WOULD HE BE NOW?



Nurse—What's your name?  
"I'd rather you wouldn't ask. I'm the fellow who originated 'Woman's Place Is in the Home.'"—Life.

## Another Question.

One rookie to another at one of the new cantonments: "Where do you bathe?"

"In the spring."

"I didn't ask you when; I asked you where!"

## The Real Question.

For some reason the Sunday school class had become interested in Methuselah. At their urgent request the teacher related all the authentic information recorded in the Bible about the amazing man, also various anecdotes gleaned from less reliable sources. In conclusion she said:

"Now, is that all? Are there any further questions you would like to ask about Methuselah?"

"I'd like to know," said the most interested youngster of the lot, "where all his birthday presents are buried!"—St. Louis Times.

## Used Wrong End.

Little Elmer had been for a week the owner of a goat.

"How do you like your new pet, Elmer?" asked his uncle.

"I don't like him at all," Elmer replied, quickly.

"Why not?"

"He—he does too much kicking with his head."—Twentieth Century Farmer.

## Nothing Serious.

"What's all this chin about?"

"Just two of our social rivals giving each other their unkindest regards."—Kansas City Journal.

## WANTS and OPPORTUNITIES

"Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—Wagons at \$100.00 and Boxes at \$25.00. Two Grain Dumps and Elevators. L. G. Vincent, Missouri Valley, Ia. 11-2-2t

**For Sale**—Eight Rude Seventy Bushel Manure Spreaders, new, and will sell at a bargain. Address Berger and Schroeder, Dedham, Iowa. 10-26-4t

**For Sale**—Good well established hardware, furniture and undertaking business in prosperous territory. Exceptional opportunity to take over a going concern. Address Lock Box 19, Otis, Colo. 10-12-10t

**For Sale**—Clean stock of hardware, implements and harness; town of four hundred in excellent Kansas farming community; operation of the U. S. Selective Draft only reason for selling. Address O. H., care Implement & Tractor Trade Journal. tf

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

**Must Sacrifice Good Implement Business**—Through the operation of the selective service, I am called to the colors, and must sell a fine and growing hardware and implement business located in a large trading territory. The stock will invoice

about \$25,000. This is an exceptional opportunity to take over a strong going business with a future. Address inquiries without delay to 108, Implement & Tractor Trade Journal. tf

## POSITIONS WANTED.

**Position Wanted**—Tractor salesman experienced in all phases of the work from territorial distribution down to the retail end, is open for engagement with progressive manufacturer who desires to increase distribution with established accounts in addition to opening up new accounts. Address "M," Implement & Tractor Trade Journal, Woodman Building, Omaha, Neb. 11-2-3t

**Position Wanted**—By an executive of ability and experience—20 years as sales manager and manager of credits and collections in one of the largest implement houses. Address 112, care Implement & Tractor Trade Journal. tf

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

## HELP WANTED.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Wanted**—By an Iowa jobber, an experienced shipping clerk who is capable of taking entire charge of shipping department, including stock record keeping, of a general line of agricultural implements, repairs and supplies. Address Iowa, care Implement & Tractor Trade Journal.

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. tf

**Wanted**—Full line. Implement house handling tractors wants high grade tractor salesman for Oklahoma territory. Address I. C., Implement & Tractor Trade Journal. 10-19-3t

## MISCELLANEOUS.

**Wanted to Buy**—Davenport Roller Bear-

ing Wagon Gears, Narrow Track, 5,000 lbs. capacity, 3-inch tire, 40-44 or 48-inch wheels. Must be cheap and not too badly shop worn. Lon R. Stansbery, Tulsa, Okla. 12-26-3t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf



SPECIAL OMAHA-COUNCIL BLUFFS SECTION OF  
**IMPLEMENT & TRACTOR TRADE JOURNAL**

Published the First Saturday in the Month

# Business O. K. Except for the Epidemic

The epidemic of influenza has had some effect upon the implement business in this territory, as well as perhaps everywhere else in the country. Omaha and Council Bluffs jobbers admit that dealers are not coming in as readily as they did and that this naturally has had some effect upon the orders. This is due to the general tendency of people at this time to take the precautionary measure of traveling as little as possible in order to avoid crowds.

However, orders continue to come in by mail, by telephone and by telegraph, so that while here and there a jobber talks of quiet business, the average jobber and manufacturer has his desk piled with orders, many of which he cannot fill because he cannot turn out the article fast enough to supply the demand.

## Collections Are Good.

Omaha and Council Bluffs jobbers have been giving some attention to collections during the past month. In general collections are good, though the farmers are handicapped somewhat by the wheat embargo which makes it impossible for them to turn their wheat just now.

Much of the wheat is not yet threshed. F. J. Hindelang, manager for the J. I. Case Plow Works, has just returned from a trip of three weeks in eastern Wyoming, east of the Big Horn range, where he says hundreds of acres of wheat are still in the shock. This, he says, is partly

due to the labor shortage, as the population of Wyoming is sparse in normal times, and so large a percentage of the men have gone to war. Mr. Hindelang says, however, that a very heavy acreage of fall wheat has been seeded in that section, and that the wheat is looking good.

W. D. Hosford, vice-president of the John Deere Plow Co., points out that much wheat remains unthreshed not only because of the labor shortage, but also because of the wheat embargo, which makes the farmer feel that his wheat is better off in the shock or stack than threshed in the open country where there is not adequate granary room to hold it. Mr. Hosford says also that farmers who seek to borrow money by giving wheat as security are finding the banks somewhat slow to loan money because they are paying heavily on Liberty Bonds. In spite of this little handicap, he says collections are good and there is no cause for complaint.

## Jobbers in War Work.

The United War Work campaign in Omaha is occupying some of the time of a number of the implement men. W. D. Hosford of the John Deere Plow Co. is in charge of the business trades committees for the campaign, and F. V. Roy, manager for Fairbanks, Morse & Co., is captain of a subcommittee of implement jobbers.

C. C. Neff, manager for the New Idea Spreader Co., made a trip to the factory at Coldwater, O., last week.

G. N. Hypse, president of the T. G. Northwall Co., before returning from Chicago, where he attended the convention of implement manufacturers, made a side trip to Coldwater, O., where he visited the factory of the New Idea Spreader Co.

More interest is constantly being shown in the thorough cleaning of grain than in the past, and jobbers expect this interest to increase. The John Deere Plow Co. reports a nice trade in the grain graders and cleaners made by the Watkins Mfg. Co.

Herman Friesen of the firm of Friesen & Co., implement dealers of Fairbury, died last week of Spanish influenza.

C. M. Liggitt, well known implement dealer of Hebron, Neb., died last week of Spanish influenza.

A. N. Eaton, president of the Nebraska & Iowa Steel Tank Co., attended the convention of the National Association of Galvanized Tank Manufacturers at Chicago, Oct. 28 and 29.

The eldest son of W. W. Troxell of the Western Rock Island Plow Co., died of pneumonia last week.

G. L. Hutchins, traveler for the Challenge Co., was off the road last week on account of influenza in his family. Mr. Hutchins lives at North Loup, Neb.

E. E. Crandall, manager for the Janesville Machine Co., Omaha, was at his office Tuesday, Oct. 29, following his recovery from an attack of influenza.

# Stimulating the Thresher Business

**W**AR conditions this fall have affected everyone connected with the threshing industry, or the threshing machine industry in any way, as they have affected nearly everyone else from sea to sea.

The farmer paid more than ever to get his threshing done, the factory got more than ever for its machine,

the repair department was over-run with orders for repairs, and every old separator when pulled out of the shed was inspected by the Government and sounded for "wobble joints" or "flat foot" just as rigidly as the men were physically examined for the army.

Uncle Sam wanted to be sure that no grain was wasted this year that

might be used to feed the soldiers of the Allies, so he instituted a rigid system of inspection for threshing machines.

## No More Wheezy Separators.

The old "wind-broken" separator that used to cough 20 percent of the wheat and oats out through the blower



and into the straw stack, was ordered immediately fixed or junked. Old sieves with the mesh worn out and broken a decade ago by long use, were ordered replaced by new ones. In short, Government inspection was instituted and no machine was allowed to begin chewing up a man's wheat stacks unless that machine had Uncle Sam's certificate of "good health" and "sound body."

The first thing that happened was that a lot of old separators that should have been junked five years ago were condemned. The next thing that happened was that the Government inspectors ordered certain specific repairs, and then came a flood of re-

pair orders to the jobbers and manufacturers. Then, too, there came a lot of orders for new machines, first of all because some of the old ones were junked by request, and second, because the Government fixed the price for threshing jobs so high that the business looked profitable to many who had never before thought of owning a thresher.

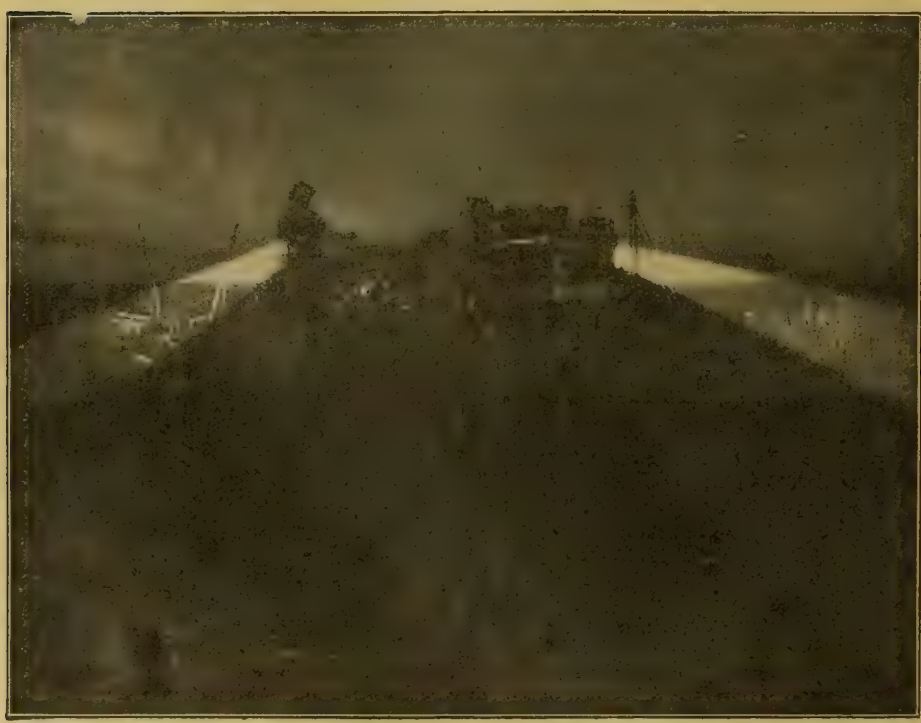
#### Farmers Own Their Own Outfits.

The result is that perhaps more threshing machines are now owned throughout the country than ever before. This extensive ownership of outfits has not resulted entirely from

the buying of this fall, however. The tendency has for some years run toward the use of more machines and smaller machines.

Few outfits in the state now are pulled all over one or two counties to thresh all the jobs as was the case ten or fifteen years ago. More and more two, three, or four farmers of a community are clubbing together and buying a separator, and thus the threshing job is every year made easier and less expensive to the individual farmer, particularly since most farmers already own their tractors to furnish the power when threshing season comes.

## Saving a Crop by Plowing at Night



AN UP-TO-DATE NIGHT SHIFT CONSERVING TIME ON THE FARM OF L. S. THOM

**D**AY and night plowing saved the crop of L. S. Thom, a progressive Minnesota farmer, recently.

Mr. Thom, who is an apostle of early and deep plowing, put his crops in early and they were coming along fine when a hail storm beat them down. Undaunted, he at once began to replot the ground to put in a second crop. In order to get it in in time quick action was necessary, and to complete the task Mr. Thom ran his 8-16 Avery tractor outfit with a headlight in the front and one in the back, continually, for eight days and nights, stopping only for fuel and water.

The event helped to confirm Mr. Thom's former opinion of tractor farming. He points out that if he had depended on horses he could not have got his second crop in in time to allow a good growth before the heat and dryness of the summer season.

Mr. Thom is an enthusiastic advocate of power farming. He declares that during the first sixty days he owned his tractor, the following was some of the work accomplished:

Plowed eighty acres of the hardest plowing he had ever seen, pulling three 14-bottom plows six inches deep; pulled a potato digger, and in the forenoon of one day gained 72 rod runs

on the horses; hauled 3,500 bushels from the field to the cellar, a distance of about 1½ miles, four loads at a trip with 90 bushels to the load, or 360 bushels in a trip; pulled a 15-inch Ohio cutter, filling two 150-ton silos in six days, the silos being 40 feet high. The silo filling could not have been done with horses.

"There is no doubt that a man can farm more cheaply and successfully with a tractor than with horses," says Mr. Thom, "to say nothing of the relief from having so much hired help around the place."

Reporting actual figures on the cost of the work done with the tractor, Mr. Thom declares that the same work done with horses would have cost him 2½ times as much as with motor power.

#### Farmers' Incomes Vary.

Statistics gathered by the farm management department of the University of Nebraska for 1917 show a wide variation in farmers' incomes. One Gage county farmer cleared \$3,379 off of 160 acres, while another Gage county man cleared only \$517 off of 180 acres. Both men had land of nearly equal value per acre.

The difference seems to have been in stock raising. The man making the most money sold \$4,843 worth of stock while the other sold but \$906 worth. A Seward county man made \$3,059 off of 108 acres. A Madison county man cleared \$3,579 off of 320 acres. A neighbor made \$1,814 off of 280 acres. The figures given represent the net labor income of farmers, after they had paid all expenses, five percent interest on their investments and made proper allowances for depreciation.



# Implement Men to Deal With War Problems

Hundreds of Dealers to Gather in Omaha for the Annual Convention of the Midwest Association and Discuss the Trade Situation of Today.

**I**MPLEMENT dealers of the Midwest territory will again assemble in Omaha Nov. 13, 14 and 15 for the annual convention of the Midwest Retail Implement Dealers' Association.

America is facing the mighty task of the war against despotism. It is recognized to be the imperative duty of every American to give his best thought and labor to accelerate the mighty movement.

This work has thrown new duties upon all trade associations. They find themselves called upon to assist their Government in a hundred ways, and to yield to certain demands, limitations and regulations that the great work may move on.

These are welcome burdens to the Midwest Retail Implement Dealers' Association, for this association yields to none in its patriotism, and absolute acquiescence in every movement of the Government that will bring us closer to victory and world peace.

## Support of Government Comes First.

Last year there was a patriotic note in the program when the convention assembled. During the last year the dealers have been called upon to put patriotism into practice day and night. This demand will still be made upon them, and they are going ahead unflinchingly to conduct their business with the thought in mind that duty to their Government comes first and above all else.

Many problems of practical patriotism in every day business have presented themselves during the last twelve months. Many more such problems will present themselves during the coming twelve months. Scores of these problems will be taken up at this convention, for the dealers are coming in, rich with the new experience of a year's business during the greatest war of the ages, and eager for the latest information from those who know.

Question box sessions will be conducted by Anton Hansen of Upland, Neb., one of the directors of the Midwest Association, and the discussions will be of vital interest.

The convention sessions will be held again at the Hotel Rome, where the big convention hall again has been placed at the disposal of the association through the courtesy of Rome Miller, manager.



C. E. GALLAGHER  
Chief of the Midwest

President C. E. Gallagher's opening address will be made the afternoon of Wednesday Nov. 13. Secretary James Wallace of Council Bluffs, Ia., will make his report after the president, and Treasurer J. M. Elwell of Springfield, Neb., will follow with his report.

To enliven the sessions the celebrated Jazz Band of Dan Desdunes has been engaged.

The Omaha and Council Bluffs Implement and Vehicle Club has arranged a big smoker to be given Wednesday night, Nov. 13, at the Hotel Rome, complimentary to the visiting dealers. Some special entertainment features

for this smoker are being worked out by a committee of the local club at Omaha.

## Several Important Addresses.

F. R. Sebenthall of Eau Claire, Wis., will address the convention on Thursday on "The Outlook for the Next Twelve Months." Will T. Graham of the First Trust Company of Omaha is scheduled for an address in the forenoon of the same day. Floyd R. Todd, vice-president of the John Deere Plow Co., Moline, Ill., representing the National Implement and Vehicle Dealers' Association, is to discuss "The Implement Industry" on Friday morning, November 15. John W. Gamble, chairman of the executive committee of the Chamber of Commerce, Omaha, will give a discussion on "Doing Business on Present Day Prices." Mr. Gamble, though not an implement man, is head of a big factory in Omaha, and has made quite an extensive analysis of the present-day war-time buying and selling conditions.

The afternoon of Thursday, Nov. 14, is set aside for inspecting the exhibits at the big Midwest Implement Show at the Municipal Auditorium, just a little more than a block from convention headquarters. All the floor space for farm machinery and tractors has been sold, and the exhibit is going to be one of the most representative ever shown by the manufacturers and jobbers of the territory.

## A Call to the Next Midwest Convention

By C. E. Gallagher

President, Midwest Retail Implement Dealers' Association

**T**O the members of the Midwest Retail Implement Dealers' Association, Greetings:

The tenth annual convention of the Midwest Retail Implement Dealers' Association will be held in Omaha, Neb., Wednesday, Thursday, and Friday, Nov. 13-14-15, 1918. Hotel Rome will be the official headquarters, and all sessions will be held in the convention hall provided through the courtesy of Rome Miller.

At the annual implement show held at the Municipal Auditorium in connection with the convention, the manufacturers and jobbers will have on exhibition a splendid display of their factory products which will be strict-

ly up-to-date. The main floor will be given over to a display of a full line of farm machinery of every description, everything handled by a twentieth century implement dealer, while the tractor section on the ground floor will be filled to capacity with a thoroughly representative line of tractors.

It is hardly necessary for me to call your attention to the unusual importance of this convention. Never in the history of our business have there been so many things that directly affect the retail implement dealer as there are at the present time. The implement industry is under investigation by the Federal Trade Commission, and many questions will arise at this convention that will interest all of us.



The recent action of the implement division of the Department of Agriculture, in which it defined profiteering and hoarding of farm operating equipment, will be taken up and discussed thoroughly, and every dealer in our territory ought to be there to get all the information possible on these vital subjects.

The repair situation is far from satisfactory to the dealer or his customer. This question will be thoroughly analyzed. The expense and labor involved in supplying repairs to our farmer friends is greater than that of any other branch of our business. Under the present conditions dealers cannot afford to carry adequate repair stocks. Money invested in repairs is dead capital for practically eleven months in the year.

The commission derived from handling a repair business does not warrant the expenditure of time and money necessary under present conditions, and still we feel the farmer is

paying too much for repairs now. It is apparent there is something wrong with this branch of the business. Come out and help us locate the trouble. Our country is at war, and the implement dealer is ready to make any and every sacrifice to assist our country in making the world safe for humanity.

We will see this war through to victory for our country and our Allies, and it is going to take the very best that is in us to do this. Consequently we must be successful in our business in order that we will be better equipped financially to meet every demand that our country makes on us. This can be done only by conducting our business along conservative business lines.

So again I ask you to attend the convention, be present at every session, and when you return to your homes and place of business, you will be better merchants, better citizens, and better patriots.

help other dealers along in the great task, to come to this gathering and do your bit.

You owe it to your country, to your customers, to yourselves, and to the welfare of a nation feeding the armies of democracy, to attend every session, to give what help you can, and to take home what benefits others can give you.

## The Midwest Program

The program of the tenth annual convention of the Mid-West Implement Dealers' Association, to be held at Omaha Nov. 13, 14 and 15, is as follows:

### Wednesday, Nov. 13.

9 O'CLOCK A. M.

Registration and distribution of badges in lobby of Hotel Rome, also at Municipal Auditorium, in charge of membership committee.

Payment of annual dues.

2 O'CLOCK P. M.

Opening session in Convention Hall, Hotel Rome.

Call to order by President Gallagher. Song, "America."

President's annual address, C. E. Gallagher, Coleridge, Neb.

Secretary's annual report, James Wallace, Council Bluffs, Ia.

Treasurer's annual report, J. M. Ellwell, Springfield, Neb.

Appointment of committees.

Report of delegates to National Federation, O. A. Rystrom, Stromsburg, Neb.

Question box, in charge of Anton Hansen, Upland, Neb.

Music, Dan Desdune's jazz orchestra.

Discussion. Open to all.

8 O'CLOCK P. M.

Smoker and entertainment, Hotel Rome. Compliments of the Omaha and Council Bluffs Implement and Vehicle Club.

### Thursday, Nov. 14.

9 O'CLOCK A. M.

Question box, in charge of Anton Hansen, Upland, Neb.

Address, "The Outlook for the Next Twelve Months," F. R. Sebenthall, Eau Claire, Wis.

Address, Will T. Graham, First Trust Co., Omaha, Neb.

General discussion.

2 O'CLOCK P. M.

Inspection of exhibits at the Municipal Auditorium.

### Friday, Nov. 15.

9 O'CLOCK A. M.

Question box, in charge of Anton Hansen, Upland, Neb.

Address, "The Implement Industry," Floyd R. Todd, vice-president John Deere Plow Co., Moline, Ill., representing the National Implement and Vehicle Dealers' Association.

Address, "Doing Business on Present Day Prices," John W. Gamble, chairman executive committee, Chamber of Commerce, Omaha, Neb.

Report resolutions committee.

Unfinished business.

Election of officers.

New business.

Adjournment.

## Patriotism at the Midwest Gathering

By James Wallace

Secretary, Midwest Retail Implement Dealers' Association

TO the Implement Dealer in the Omaha Trade Territory:

A year ago we set aside one day of our convention as patriotic day. We had but recently engaged the kaiser in combat.

Today we have him staggering, but not yet fully upon his knees. We have not set aside a day as patriotic day this year.

Every day of our three days' sessions will be a patriotic day.

This does not mean that we will spend our time shouting our patriotism from the housetops. There is a more practical patriotism than that. The man who faces Prussian steel in No Man's Land puts his patriotism into action. Likewise the man who determines how to make the available steel adequate to supply the girders of a victorious navy, the muzzles of the big guns of victory, and yet supply the farm machinery to force big crop yields for war time necessities, is no less a patriot.

Again those who guide the destinies of the nation's industry, so that business may be as little disturbed as possible during these trying times, and thus keeps the whole fabric of our agricultural, and industrial system in steady motion while the world is rocked with unheard-of disorder, is rendering a service deserving of recognition.

All business is facing great problems, not only the problems of how to

continue successful and prosperous, but the problem of how, under extremely adverse circumstances, to keep the machinery of necessary production moving at all. Few are staring into the face of greater problems than the retail implement dealer.



JAMES WALLACE  
Midwest Secretary

We have called the convention of the Midwest Retail Implement Dealers' Association for Nov. 13, 14 and 15 at Omaha to solve some of these problems.

It is up to you who have an idea, or who have an experience, that might



# Among the Exhibitors at the Midwest Implement Show

The Leading Manufacturers Will Be Represented With a Complete Showing and Many New Lines Will Be Displayed

Some of the big Omaha branch houses will be found in new homes this fall when the implement dealers come in to attend the tenth annual convention of the Mid-West Retail Implement Dealers' Association and the implement.

## B. F. Avery's Omaha Branch.

B. F. Avery & Sons Plow Co. will be found to have established a big house in Omaha at 1219 Leavenworth street, occupying all of the space formerly occupied by the Acme Harvesting Machine Co. C. J. Bullock is manager and Fred N. Davis assistant manager. The B. F. Avery & Sons Plow Co. will have a large exhibit at the Mid-West show at the Auditorium, with Fred N. Davis in charge. The new B. F. Avery plow and tillage tools will be featured, and a special feature will be made of the new B. F. Avery tractor plow. This is the convertible two and three-bottom tractor gang. Representatives of the factories will be present during the week. They will be Charles T. Ray, designer of B. F. Avery & Sons, A. C. Wood of the American Seeding Machine Co., and S. K. Miller of the Kentucky Wagon Mfg. Co.

## Acme in New Quarters.

The Acme Harvesting Machine Co. will be found in new quarters in the Sterling building at Tenth and Jones streets. F. E. Rusher is the manager in charge of the Omaha house. The move from 1219 Leavenworth street to the Sterling building was made a little more than a month ago, and the full line of farm equipment is now arranged on spacious sample floors in the new location.

## Parlin & Orendorff.

The Parlin & Orendorff Plow Co. will have a big exhibit at the implement show in the Auditorium, where tractor-drawn tools will be especially featured. This will include gang plows, disk harrows, drills, P. & O. tractor listers, and other lines. At the warehouse of the company on Tenth street the P. & O. lines will be on exhibition, in addition to the exhibit the company will maintain at the Auditorium. Manager G. M. Durkee and Assistant Manager J. G. Quick will be in charge of the exhibit at the Auditorium and the demonstrations at the warehouse.

## Nebraska Moline Plow Co.

The Nebraska Moline Plow Co. will feature at the Auditorium the Universal tractors and tractor equipment. The display will be in charge of W. W. Bentler and his assistants. On the sample floor at 810 Leavenworth street the company will make a display of Universal tractors attached to a full line of implements especially constructed for tractor use. A full display of the complete line of horse-drawn implements will also be made.

O. P. Robb, general trade manager, is expected to be present from the factory, also C. S. Turkenkoph and other special department representatives.

## Challenge Co.

The Challenge Co. will exhibit windmills, Bloom spreaders, King washing machines, grinders, shellers, and wood saws. R. W. Butters, district manager, will be here, and N. H. Bloom, sales manager of the Bloom Mfg. Co., Nashua, Ia., will attend the convention and Mid-West show. The Challenge salesmen will all be in off the road to meet the dealers during the show and convention.

## Avery Co.

The Avery Company will have an exhibit at the Auditorium, in charge of C. E. Miller, manager of the Omaha house. Avery Power Farming Machines will be featured. Among the new lines that will be shown here will be the 14-28 tractor. C. E. Bronner, sales manager, and A. H. Bartholomew, assistant manager, will be factory representatives who will attend the show. At the local branch of the company, 1007 Leavenworth street, all sizes of Avery tractors and implements will be on display. The branch managers from Sioux Falls and Lincoln will be in attendance, as well as travelers from both places.

## R. Herschel Mfg. Co.

The R. Herschel Mfg. Co. will have an exhibit in charge of J. E. Dupin. They will feature wagon boxes, lawn mowers and wood stock in the general Herschel line. J. Ellis Dodd, general sales manager from the factory, will be present. A full line of the company's goods will also be on display at the sample floors, 523 South Ninth street.

## Associated Mfrs'. Co.

The exhibit of the Associated Mfrs'. Co. at the Auditorium will be in charge of S. A. Waldron, district traveler. Gasoline engines and cream separators will be particularly featured in booths 18-19-20-21. W. R. Lumry, general manager, will be present from the factory at Waterloo.

## Hudson Mfg. Co.

A. C. Beck, A. A. Danielson and H. B. Nelson will be in charge of the exhibit of the Hudson Mfg. Co. This company will feature its pumps, wood stock and its full line of general supplies. Company representatives will also be at the local house, 906 Jones street.

## Appleton Mfg. Co.

The Appleton Mfg. Co. will feature a tractor at its booth in the Auditorium. W. C. Lenter will be in charge. The company will also exhibit huskers, shredders, shellers and wood saws. The tractor is one of the new lines of this company. At the local branch, 813-17 Douglas street, representatives will be in charge of the sample floor during the week.

## Stover Mfg. & Engine Co.

The Stover Mfg. & Engine Co. will exhibit engines, feed grinders, windmills and pump jacks. C. S. Slaker, general sales manager, and W. A. Hanse, president, will be on hand.

## Cushman Motor Works.

The Cushman Motor Works will exhibit its line of light-weight motors and also its "Does-More" Unit Lighting Plant. H. A. Lewis will be in charge, assisted by R. A. Doty. N. H. Williams, sales manager, and Sam Rodgers, dealers' service department, will be present from the factory at Lincoln.

## Janesville Machine Co.

The Janesville Machine Co. will exhibit the tractor plow, the tandem disk harrow and a line of cultivators. One of the new lines this company will show will be its 2-row seat guide cultivator. Mr. Cook and Mr. Carroll, travelers for the company, will be in charge, and Mr. S. S. Bean, sales manager, will be present.

## Sunderland Machinery & Supply Co.

D. M. Edgerly, sales manager, will be in charge of the company's exhibit at the Auditorium. Letz feed grinders and cutters will be shown as well as a line of tank heaters. The company will also exhibit its new line of Reuther potato diggers. H. C. Barker, president of the Waterbury Implement Co., will be present to demonstrate the digger. The entire sales force of the company will be called in from the road for the week.

## John Day Rubber Co.

The tank heaters and belting handled by the John Day Rubber Co. will be shown. A new line of washing machines will also be exhibited. John F. Day, president of the company, will be in charge, while Howard Day will spend much of his time at the company's plant to take care of visitors who call and to look after the full line.

## Western Motor Car Co.

J. C. Stubbs, manager of the Western Motor Car Co., will be in charge of the company's exhibit at the Auditorium, where the Diamond tractor will be featured. Open house will be maintained at the company's headquarters on Farnam street all during the week.

## Western Silo Co.

J. H. Hollenbeck will be in charge of the exhibit. Manure loaders will be the principal line featured.

## Huber Mfg. Co.

The Huber Mfg. Co. will feature the 12-25 Huber Light Four. S. M. Stillson, manager, will be in charge.

## DeLaval Separator Co.

The DeLaval Separator Co. will exhibit its line of cream separators. S. E. Stevenson from the factory at Chicago will be in charge of the exhibit.



### Turner Mfg. Co.

The Turner Mfg. Co. has reserved space where the Turner Simplicity 14-25 tractor will be shown. Mr. Walker of the Mid-West Truck & Tractor Co., Omaha, distributors for the Turner Mfg. Co., will be in charge. Officials of the factory will be present.

### Oliver Chilled Plow Works.

R. X. Schumacker of the sales department of the Oliver Chilled Plow Works will be in charge of that company's exhibit. The company will exhibit a complete line of tractor tools. Among the new lines the company will feature this year are the tractor pulverizer and the tractor disk plow. R. E. Parrott, well known as former manager of the Omaha branch, now district sales manager, will be present.

### Hooven & Allison Co.

W. E. Cox, manager of the Omaha branch of Hooven & Allison, will be in charge. The line of twine and rope handled by this company will be featured, while the warehouse at 217 Howard will be open to all visitors.

### Hart-Parr Co.

George Brockmeyer of the service department of the Hart-Parr Co., Charles City, Ia., will be in charge of the company's exhibit. The new Hart-Parr 15-30 kerosene tractor will be shown. W. S. Frederickson, sales manager, and C. L. Schumerer, assistant sales manager, will be in Omaha during the week.

### Globe Mfg. Co.

M. L. Goosman, Nebraska salesman for the Globe Mfg. Co., will be in charge of that company's booth. Mr. Goosman is well known to all the implement men of the Mid-West territory, having been secretary of the Mid-West Association for a number of years. The company will feature the Quicker-Yet hand engine and electric power washers. F. W. Schuster, sales manager, will be present.

### Noyes-Killy Motor Co.

The Noyes-Killy Motor Co. will exhibit the Wisconsin tractor, which this company has recently taken on in Omaha. C. A. Miller will be in charge. William Kurth of the Wisconsin Tractor Co. will be present from the factory. Daily demonstrations with the tractor will be given.

### Joel Turney & Co.

Joel Turney & Co. will exhibit the Charter Oak wagons, Fairfield farm trucks, Turney Special steel wheel tractor and Fairfield wagon boxes. E. C. Johnson will be assisted by J. W. McCreger in looking after the exhibit. E. R. Crabb, sales manager, will be present and possibly D. Turney, manager. A large section of this company's plant, which was destroyed by fire last March, has been rebuilt, and the company is now able to promise deliveries for 1919.

### Henry & Robinson Hardware Co.

R. L. Robinson, manager, will be in charge and will show a full line of implement supplies. The McCreary tires and tubes are a new line that will be featured.

### J. D. Tower & Sons Co.

O. G. Olson, Sioux City manager, will

be in charge. The principal line to be featured is the corn cultivator. T. J. Vincent, Minnesota manager, and J. A. Gilmore, Des Moines manager, will be present.

### New Chicago Crucible Co.

The New Chicago Crucible Co. will show its line of graphite crucibles and graphite grease products. Dr. Sherman Taylor, president, will be present from Chicago and will be in charge of the exhibit. W. H. Junge, district sales manager at Omaha, will assist.

### Electric Wheel Co.

C. C. Carr, district sales manager for the Omaha territory, will have charge. Tractors and wagon boxes will be the principal features.

### J. I. Case Threshing Machine Co.

The J. I. Case Threshing Machine Co. will feature gas and oil tractors. C. D. Wood, manager of the Lincoln branch, will be in charge. A number of factory representatives are expected.

### United States Rubber Co.

The United States Rubber Co. will exhibit tires and general lines of accessories. William McAdam, general manager will have general supervision over the exhibit, and will also be ready to receive any visitors at the fine new building which the company built at Ninth and Douglas streets and occupied less than a year ago.

### Jones-Opper Co.

The Jones-Opper Co. will show the Cleveland tractor which this company has recently taken on. Though Mr. Opper is one of the prosperous automobile men on Farnam street in Omaha, known as "Auto Row," he was formerly in the implement business, and feels thoroughly at home at an implement show, and when talking tractors or tractor tools.

### Hansen-Tyler Co.

The Hansen-Tyler Co. will exhibit the Allis-Chalmers tractor which the company has only recently taken on in Omaha. The Hansen-Tyler Co. occupies a prominent place on Farnam street.

### Manson-Campbell & Sons Co.

Manson-Campbell & Sons Co., of Kansas City, will exhibit the Chatham mill which cleans and grades all kinds of seeds and grains.

### Swedish Separator Co.

The Swedish Separator Co., of Chicago, will have a booth for the exhibition of the well-known Swedish cream separators.

### The T. G. Northwall Co.

The T. G. Northwall Co., during the convention, will be "at home" to its friends at its house, Tenth and Farnam streets. G. N. Hype, president of the company, will head the corps of greeters. A complete display of the full line of implements which the company jobs is being prepared for the visitors.

### Dempster Mill Mfg. Co.

The Dempster Mill Mfg. Co., 906 Harney street, is making preparations to re-

ceive all of its friends who will attend the Midwest convention. Its show rooms this year will hold a number of additions to its varied lines that will be of interest to the trade. B. G. King, manager of the Omaha branch, will welcome the visitors.

### Woodbury Whip Co.

The Woodbury Whip Co. will exhibit its line of whips. Factory representatives from Westfield, Mass., will be present in charge of the exhibit.

### John Deere Plow Co.

The John Deere Plow Co. will show its line of grain binders, corn binders, mowers and rakes. W. C. Caven, sales manager in the Wyoming territory, will be in charge of the exhibit. All the salesmen will be called in off the road to be in Omaha to meet the dealers during the week. The elegant sample floors of the John Deere Plow Co. will of course be open to the visiting dealers, and company representatives and salesmen will be on hand there to meet old friends and new.

### R. H. Bloomer Mfg. Co.

The R. H. Bloomer Mfg. Co. of Council Bluffs will show the line of hog feeders and hog waterers which this company has always featured.

### Nebraska Bull Tractor Co.

E. A. Bullock, manager for the Nebraska Bull Tractor Co., will have supervision over the exhibit of the company at the Auditorium. The Bull tractor will be demonstrated in the tractor section.

### New Idea Spreader Co.

The New Idea Spreader Co. will exhibit the Nisco spreaders. C. C. Neff, manager for the company in Omaha, will probably be in charge of the exhibit. Mr. Neff recently returned from a trip to the factory at Coldwater, O., and is more enthusiastic than ever about the factory and the merits of the Nisco.

### U. S. Supply Co.

The U. S. Supply Co. will exhibit its line of windmills, pumps, and tank heaters. The company will feature its vane and vaneless mills, steel and wood, sectional or solid wheel, and the various styles of iron pumps.

### Advance-Rumely Thresher Co.

The Advance-Rumely Thresher Co. will exhibit the Advance-Rumely tractor in the big tractor section on the ground floor of the Auditorium. Representatives from the branch at Lincoln, Neb., will be present as well as factory representatives from LaPorte, Ind.

### Stoughton Wagon Co.

The Stoughton Wagon Co. of Stoughton, Wis., will exhibit the Stoughton line, particularly the Stoughton wagon which has earned its circle of friends in the long years it has been giving service.

### Hayes Pump & Planter Co.

The Hayes Pump & Planter Co. has taken ample booth space to display its line of planters and pumps which it has featured for years. Factory represent-

(Continued on page 64)



# The Need of Placing 1919 Orders Early

THE last twelve months from the standpoint of the material and transportation situation have not improved. In fact, the material end of the implement and tractor industry is really worse by reason of the Government making a 25 percent reduction in amount of steel required by the implement and tractor manufacturers.

There is no one who can venture a guess as to how soon this war will end and have any confidence that such will come true. There seems to be considerable feeling that if this war were to end there would be a sudden decline in prices. The answer to this idea can best be found in the statement that history repeats itself. It is not out of place to quote some figures taken from statistics showing prices of materials during the periods of the Civil war and the Franco-Prussian war and the years following.

By Charles J. Evans



Manager, Emerson-Brantingham Implement Co., Omaha

The financing of a business today is the biggest problem of a business man. Present conditions are opening the way for inaugurating the trade acceptance into the business of this

to the point that before he reckons his profits, these expense items and overhead will be considered the same as the amount paid to the manufacturer and jobber.

I do not feel capable of outlining a system and saying what is actually necessary to be done to run a successful implement business and will not attempt to do so. However, it is a foregone conclusion that if an implement dealer will handle his business on the same basis as a farmer markets his products; that is, cash or its equivalent at time of delivery of the goods, the implement dealer of today will be the implement dealer of tomorrow.

## Grass Acreage Is Small.

It was a small acreage of timothy, clover and alfalfa that was seeded this fall in Nebraska and Iowa owing to the drouth. This will mean there will be less new fields next year, and that the old ones will have to do for another year, wherever they had not actually been plowed under before it was learned that the fall was to be a poor one for the seeding of grasses.

Up to the first week in October it was still hoped that rain would come in time to make seeding profitable, but when at the end of the first week of that month rains came, most farmers decided it was too late to attempt seeding high priced seeds. Inquiry at the big seed houses a week after the rains came showed that these showers had not caused any great demand for grass seeds, and that farmers had actually given up the seeding for the fall.

It did, however, cause a demand for fall wheat. Seed houses noticed this immediately. Orders began to pour into the office of the Ouren Seed Co. and the Yonkerman Seed Co. in Council Bluffs the very day after the first fall rain occurred. It kept the whole force busy for some days getting out the shipments of wheat for seed. Within another week the wheat was up, and though it was somewhat late in the season when it was seeded, those who are best in a position to judge, said that by Oct. 20 this wheat was looking as good as fall wheat could ever be expected to look in the fall.

The New Zealand Government has made arrangements to take over the entire wheat crop of that country at \$1.41 per bushel. The present outlook is for an average yield.

## Figures on Pig and Bar Iron Following Two Great Wars

		Civil War.			
		1861	1865	1866	1867
Pig iron .....	\$20.25	\$46.12	\$46.48	\$44.12	\$39.25
Bar iron .....	2.30	5.30	5.00	4.50	3.70
		Franco-Prussian War.			
		1870	1871	1872	1875
Pig iron .....	\$33.25	\$35.12	\$48.87	\$42.75	
Bar iron .....	3.30	3.40	4.60	3.60	

It should be borne in mind that neither of these wars was as destructive as the present world war and the Franco-Prussian war was of much shorter duration. The prices being quoted today are not based on supply and demand. There is no question but what the demand for materials used in the manufacture of implements will be as great or greater after the war than now. One could go on and on, and based on past experiences, show substantial reasons why there will be no reductions in the prices of farm implements and tractors.

The dealer should not be at all reluctant about placing his specifications for 1919 and giving early shipping dates. The fact that at this early date an embargo was placed on a commodity like wheat should be conclusive evidence that the transportation companies are not going to be able to handle the freight movement when implements for spring stock should be in transit. Dealers should urge the farmers to buy early. It is cooperation of this kind that will help solve the problem of this war.

prosperous Nation. By the use of the trade acceptance we have greater elasticity of the credit system and a quicker turning over of the finances of the country to the business world. While the trade acceptance is in its infancy in this country, it by no means is an experimental proposition. It has been successfully used by most of our foreign neighbors. The trade acceptance is simple in its workings but the advantages are so numerous and it overcomes so much evil of our present credit system that it warrants the most serious consideration of all business men.

The implement business today is going through a change that will place the implement manufacturer and dealer on a level with the most successful business men of the country. The dealer, to keep pace with these changed conditions, will necessarily have to give more serious consideration to every branch of this business. That is, he must know and keep accurate records of his expense to the smallest details, and once knowing them, he will have to consider them



# Dealers Need Not Fear Overloading Now

By G. A. Bartholomew

Manager, Oliver Chilled Plow Works, Omaha

THE business outlook for spring was never better in the Omaha territory, and we are facing worse conditions in shortage of tools than we did a year ago.

We wish to call the implement dealers' attention to the necessity of their placing definite orders to cover their normal requirements for the coming spring. We realize that the average dealer is being very cautious in buying for the future in these abnormal times, and we are glad to see them use a reasonable amount of caution in this respect. One thing is sure. The recent curtailment in the steel market makes it impossible for the manufacturer to get a surplus of steel. This is one time when the dealer should have no fear of any reliable manufacturer or jobbers trying to overload him.

This is a time when best cooperation is needed between the manufacturer, the jobber, and the dealer in supplying implements to farmers who actually need them. Or in other words, we as manufacturers ask our dealers to use their best judgment in placing their specifications, for we would regret very much to find we have a surplus of tools in the hands of any dealer. This applies more especially to tractor drawn implements, for we will, no doubt, have many dealers who will not specify in sufficient quantity to supply their demands, and we as well as many other manufacturers will be forced to stand an immense amount of additional expense in transferring stocks from one branch to the other to take care of our trade.

Another matter which should have the dealers' consideration is that of placing early delivery dates on all shipments. There is no use arguing the transportation proposition for most dealers and farmers have had a taste of this the past year, and we see no chance of its being any better the coming season. Here is where it will hit us as well as every manufacturer and jobber. We know dealers are buying less direct car shipments and will depend on the different transfer points to take care of their requirements; and while there are several large warehouses maintained in Omaha by different implement manufacturers, it will be an utter impossibility for them to keep sufficient stock on hand to fill spring orders in 30 or 60 days' time. You understand these different branch houses have the same difficulty getting goods from the different factories into these warehouses, as the dealers

have in getting the goods to their points. In order to emphasize more forcibly the matter of early delivery dates, we give you as an example, ourselves. At the present time, the latest delivery date we have to offer at present prices is March 31, 1919, and if all our orders call for March 31 delivery, how are we going to manage to get these orders to our dealers in time for spring trade?

Our suggestion to dealers is that they all canvass their territory thoroughly and explain the proposition of getting goods to their farmer customers, for we feel that there is nobody who realizes the seriousness of the delivery proposition better than the farmer.

Too much stress cannot be placed on the farmer by the dealer in this respect.

## Food Problems at the End of the War

By Gurdon W. Wattles



Federal Food Administrator for Nebraska

WE are all hoping and many of us praying that the war may soon come to a righteous end, that our enemies may unconditionally surrender, and when this occurs we are all wondering what will become of the Food Administration—will it shut up shop and quit instantan, or will there be problems yet for it to solve?

Mr. Hoover in a recent interview points out the fact that central Europe is depleted of food products, that our country is now feeding approximately

thirty million of the population of Europe, that at the close of the war there will be added to this number at least fifty million more, that the demands will be so great as to require most careful supervision over our exports to avoid complete depletion of the necessary food for our own people. He is firmly of the opinion that there will be much work for the Food Administration to do during the coming year, even though the war should close now.

It is interesting to note his opinion regarding the future price of food commodities, including meat animals. The nations at war have depleted their herds almost to the point of extinction. After the war this country must furnish not only food and dairy products for these nations, but animals with which to again build up their herds. Mr. Hoover is of the opinion that farm products in this country will bring good prices for some years to come.

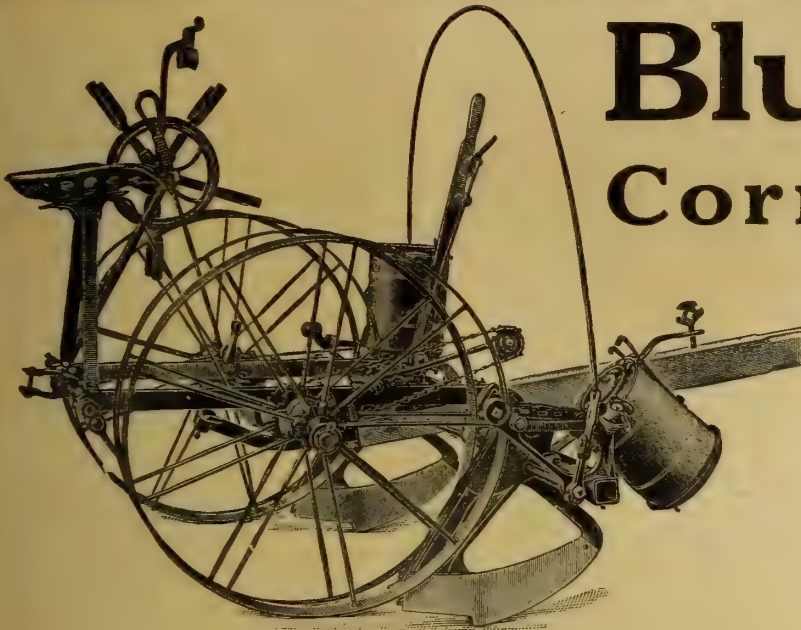
## Wage War on Barberry.

The Nebraska state council of defense has issued an order to the effect that all common barberry, which harbors rust and causes its spread to wheat and other cereals, must be removed from the state. The order states that "summary action" will follow close on the heels of all cases of refusal. Last spring the council made an appeal to all citizens to remove the offending bushes, but a few individuals did not put much faith in the relationship of the barberry rust and that of wheat. Such persons, as a result of the order, will no doubt realize that the people of Nebraska are in earnest about this barberry business and prefer to grow wheat. If this type of ornamental shrub is desired, it is advised by the United States Department of Agriculture that Japanese barberry, which does not harbor wheat rust, be planted.

## A Youthful Stock Raiser.

Last January, Darold E. Bussell of Greeley county purchased a sow which was sired by Sensation Wonder the Second, winner of the grand championship of the Nebraska State Fair in 1916. Darold raised nine pigs from this sow—six sows and three boars. He received one first prize, one second prize and sweepstakes at the Greeley county fair. This amounted to \$34.50. He sold three boars for \$210. The sow cost him \$203, and he has six gilts left for which he refused \$60 each. He now has a second litter of seven pigs from the sow. Darold is 17 years old.



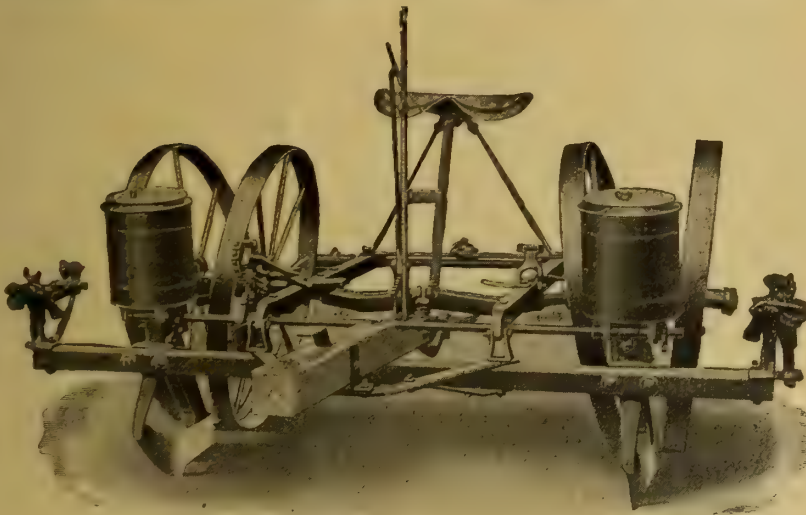


"Blue Star" Four Wheel Planter

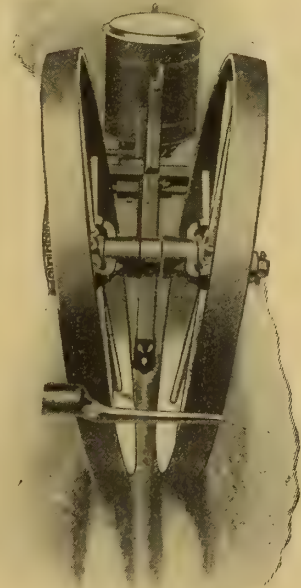
# Blue Star Corn Planters

**Simplicity  
Mechanically  
Applied**

**Positive Drop, no springs or pawls.  
Direct gravity force drop valve, tilt-  
ing seed box, easy to change plates, adjust-  
able width, adjustable pole, handy foot drop,  
drill attachment, complete in every respect.  
Simplicity Itself--Look It Over**



Front View of "Blue Star" 4 Wheel Planter



**Blue Star Planters  
are made in all Styles  
The four wheels, concave  
or open wheels, round run-  
ners, stub runners. Wheel  
Construction**

*Manufactured by* **WISTRAND MFG. CO., Galva, Illinois**

## **T. G. NORTHWALL COMPANY**

**OMAHA :: SIOUX CITY**



# THE FAMOUS La Crosse Tractor

## *The Perfect Kerosene Burner*

12-24 H. P. for Only  
**\$1150.00**

We offer you now the greatest business opportunity of your life—the most popular tractor, because the tractor of greatest performance in the field and on the belt. You can make a better profit, and still sell it for less per horsepower, and it will cost the farmer less for operation and upkeep. Our Distributors are required to carry ample stocks of Tractors and Repairs.

WRITE FOR OUR GREAT DEALER PROPOSITION

See the Famous La Crosse Tractor During the Mid-West Convention

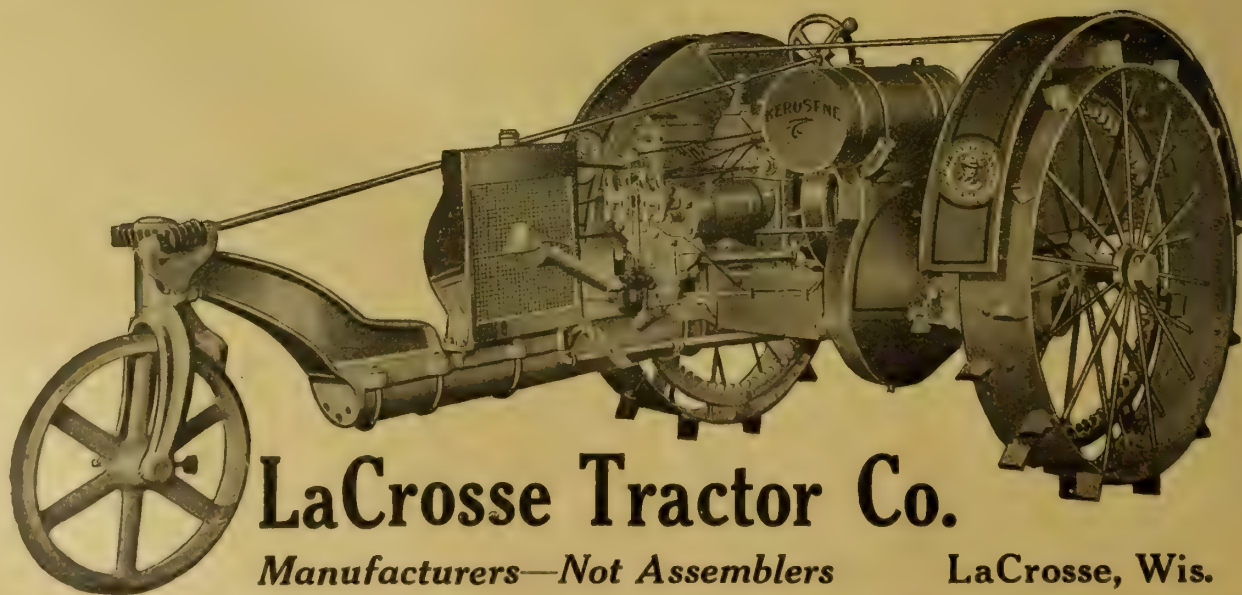
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Wisconsin Tractor Sales Co..Oshkosh, Wis.  
South Dakota Tractor Co...Watertown, S. D.

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.....Knoxville, Tenn.  
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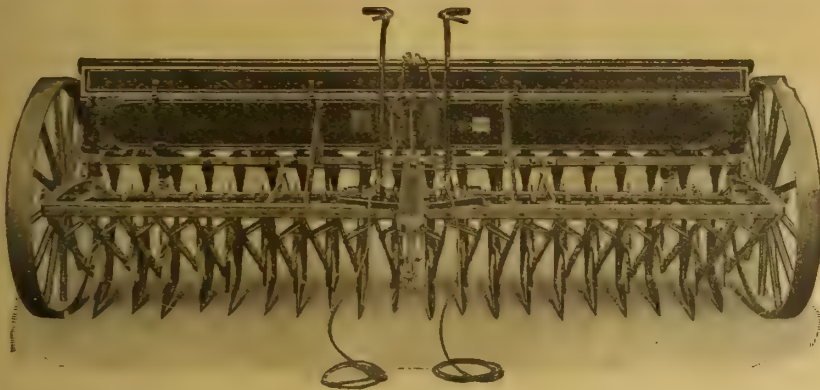
## LaCrosse Tractor Co.

Manufacturers—Not Assemblers

LaCrosse, Wis.



# LaCrosse Tractor-Drawn Implements



## Tractor Drill

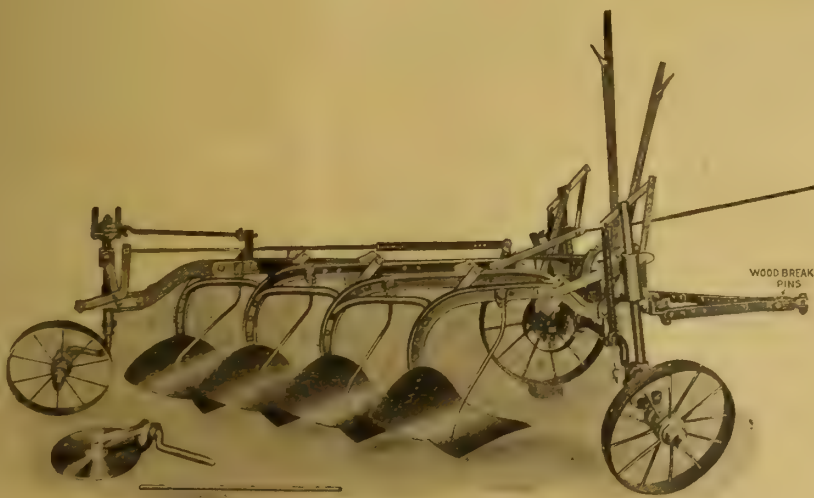
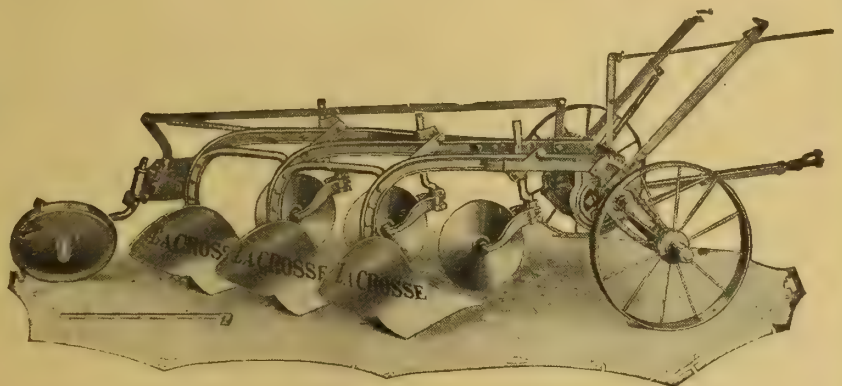
The only power lift and power pressure drill on the market.

**Look It Over**

LaCrosse tractor tools will build up your tractor trade

## No. 23 Tractor Plow

Convertible into two or three bottoms. Equipped with the celebrated No. 11 bottoms.



## No. 5 Tractor Plow

Convertible into three or four bottoms.

LaCrosse Plow Co.  
LaCrosse, Wis.

*Distributors:*

**T. G. NORTHWALL COMPANY**  
OMAHA :: SIOUX CITY

Lindsay Bros. Co., Minneapolis, Minn.

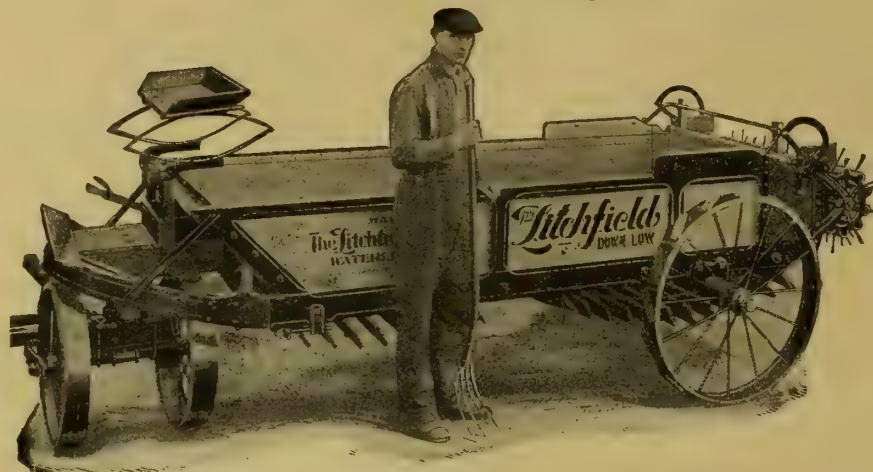
Meadows Mfg. Co., Pontiac, Ills.



# LISTEN When The Farmer Speaks

## WHY The Litchfield - PREDOMINATES -

*These Letters Will Explain*



## QUALITY TELLS

*Read the Testimonials*

**The Litchfield Mfg. Co.**

Waterloo, Iowa

**The T. G. Northwall Co., Gen. Agts.**  
Omaha, Neb.

Battle Lake, Minn.,  
Nov. 20, 1916.

I have used your spreader for 8 years, farming a half section, and have not yet bought a single item for repairs and it is still in good running order.

ADOLPH SANDSTROM.

Mason, Nev.  
April 16, 1917.

My spreader is giving very satisfactory results. I am highly pleased with the work it does and you can refer anybody to me who wants to buy in this neighborhood.

ED. F. KNEMEYER.

Dysart, Iowa,  
March 4, 1916.

I am taking great pleasure in recommending the Litchfield Spreader. I think it is the best machine on the market. We have had several different makes of spreaders but none can compare with the Litchfield.

ROY BURHENN.

Denver, Colo.,  
Jan. 10, 1917.

We have the Litchfield spreader we bought of you a number of years ago, using it constantly, with the best results. It is a machine we could not get along without and one of the most valuable assets on my ranch.

W. N. W. BLAYNEY.

Forest Grove, Ore.,  
May 28, 1917.

I am dropping you this line to let you know that we are entirely satisfied with the Litchfield spreader. It is doing fine work. We are taking good care of our spreader and it is giving us big returns for our investment.

H. FLOREN.

Fresno, Cal.,  
Feb. 2, 1917.

I like your spreader far better than any of the other machines sold in this country. We take good care of our spreader and it works fine.

LIND VINEYARD,  
R. F. D. No. 1.

Bladen, Nebr., May 1, 1917.

Yes, I am looking after my machine and taking good care of it. It works all right. Have had no trouble whatever with it. It does good work and does not run hard. I have a 110-bushel spreader. If I were buying 100 spreaders every one of them would be Litchfields and this same size also. I wish you success.

F. P. SADILEK.

Big Rock, Ill., Jan. 22, 1917.

I am well pleased with your spreader. I have hauled the toughest kind of material and have tested it thoroughly.

F. A. SEGER.

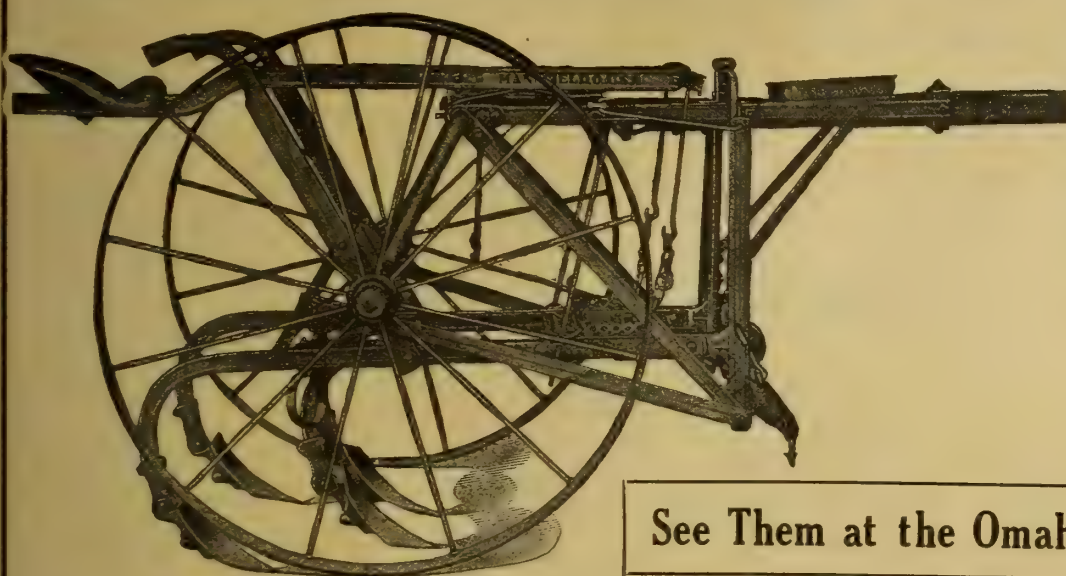
# Handle the Best--Forget the Rest



RODERICK-LEAN

# "NEW CENTURY" ★ ★ ★

The most popular cultivator in the corn belt. Regarded by hundreds of dealers as the most successful feature of their implement business.



No Levers  
No Springs  
Always in  
Balance

Pivot Pole, Auto-  
matic Guide,  
Widest Gang  
Shift.

See Them at the Omaha Convention

The Widest Sold Riding Culivator in the Corn Belt

RODERICK-LEAN

## "New Century Disc"

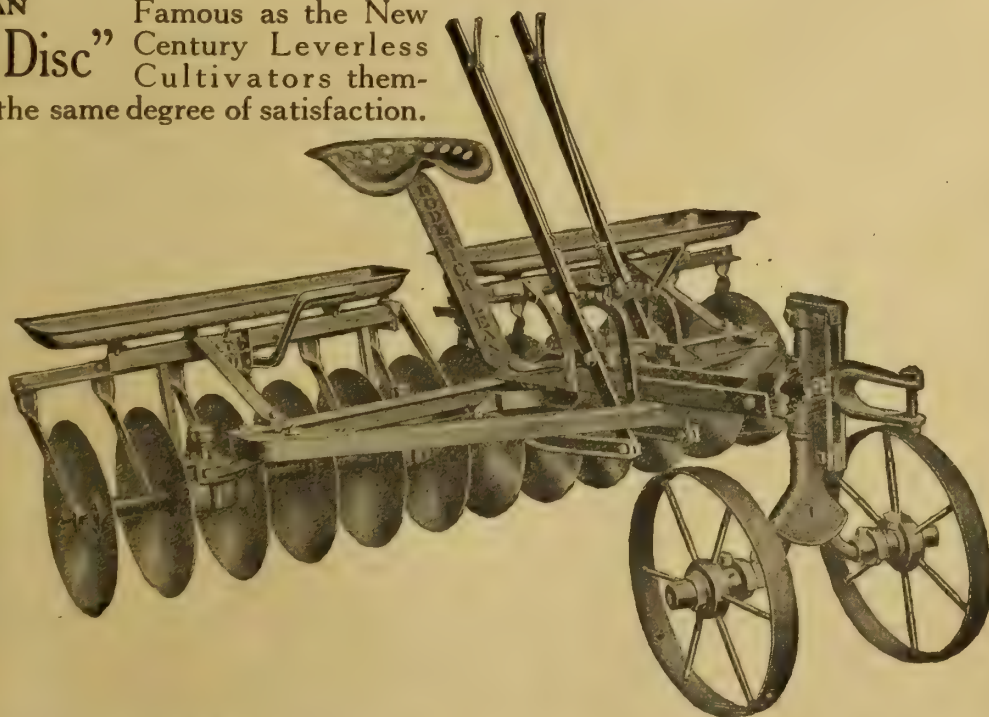
Famous as the New Century Leverless Cultivators themselves. Built to give the same degree of satisfaction. Known to all farmers as one of the leading disc harrows.

### Not One Weak Feature

Center foot lever adjustment praised by all users. This feature alone has sold hundreds of these harrows. Wherever introduced, The New Century has increased trade.

### Mr. Dealer

Consider the advantage that the agency for these tools gives you. Each is a leader, a proven success. Each has exclusive selling features found on no others. See them at the convention, and arrange with us for a territory.



RODERICK-LEAN MFG. CO., Mansfield, Ohio

**T. G. NORTHWALL COMPANY, Gen'l Agents**

OMAHA—SIOUX CITY



# Lauson Engines and Tractors



25 Years of  
Unqualified Success

*The* **LAUSON** 15-25  
DUST PROOF-ALL GEARS ENCLOSED

## Powerful on Both Belt and Draw Bar

The Lauson Full Jeweled Tractor, kerosene burner, is an "all work" tractor, designed not alone for heavy draw bar pull but for heavy belt work as well.

Unfailing dependability, 30% surplus power over its rated capacity, unflagging work under all conditions, have established Lauson popularity with the farmer everywhere.

The Lauson-Beaver four cylinder, valve-in-the-head motor is a super-workman, delivering surplus power wherever it is used.

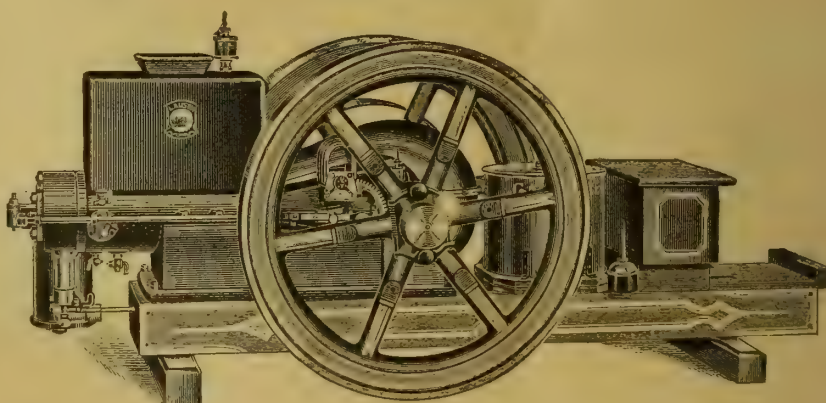
Balanced weight evenly distributed over the four wheels make the Lauson a tractor that will not pack the soil. It will turn in a radius of twenty feet. The gears are enclosed. Twenty-four Hyatt roller and Timken bearings give it full jeweled smoothness of operation.

The Lauson will pull three fourteen inch plows under the severest conditions and four fourteen inch plows under favorable conditions. It has plenty of belt power to handle the largest ensilage cutter and threshing machine up to 28 inch.

## Lauson Frost King Engines

Made in sizes from 1½ H.P. up to 18 H.P. Lauson Frost King engines are the result of 21 years of exclusive engine production. There are more drop forged and machined parts in Frost King engines than any other farm engine offered.

*Write for Territory*



**The John Lauson Manufacturing Co.**  
52 Monroe St., New Holstein, Wis.

DISTIBUTED BY

**T. G. NORTHWALL COMPANY**  
OMAHA :: SIOUX CITY





A RAKE WITH 99 TEETH

## THE GIANT ALL STEEL COMBINED Side Rake and Tedder

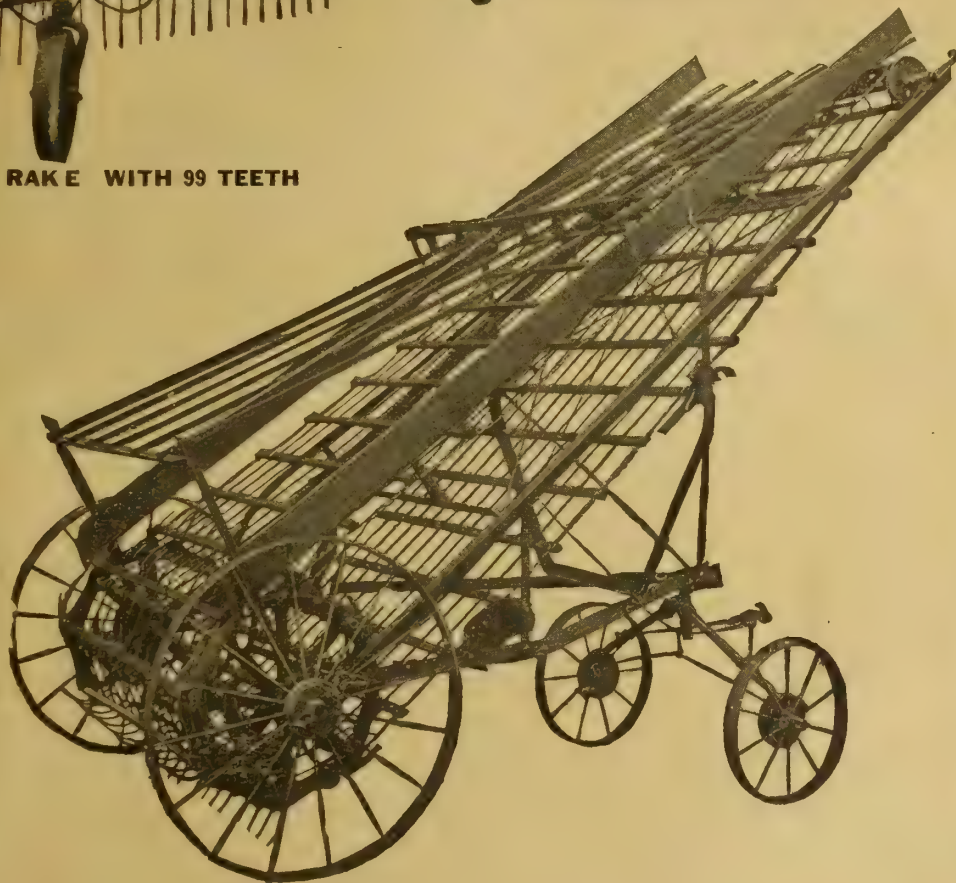
A windrow rake for quickly and easily harvesting all kinds of hay, timothy, clover, alfalfa, slough grass, beans, etc.

## THE HAYES- DAYTON

Steel Frame  
Cylinder Loader  
For Heavy Swath or Wind-  
row Work

A Light Steel Load-  
er But Strong in  
Every Part

Light Draft and Easy to  
Handle



## THE HAYES- DAYTON

Side Delivery Rake

A Rake With 102 Teeth

MANUFACTURED BY  
**THE OHIO RAKE COMPANY**  
DAYTON, OHIO

**T. G. NORTHWALL COMPANY**

OMAHA :: SIOUX CITY

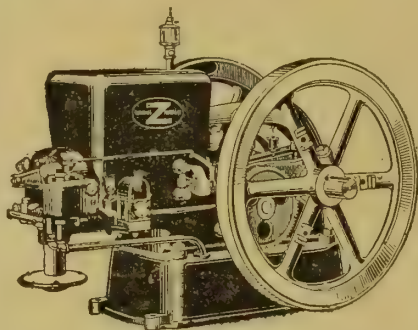


## Your Visit to the Convention

Will be more profitable to you if you come in to our store and see this full line of quality products.

## Fairbanks-Morse "Z" Farm Engines

\$10,000,000 worth have been sold to 150,000 farmers—who wanted



### These Big Features

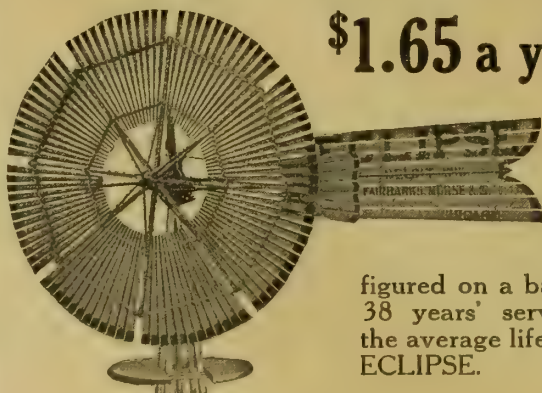
1. Fairbanks-Morse Quality.
2. Economical in first and fuel cost, and low upkeep.
3. Simplicity and Staunch Durability.
4. Light Weight, Substantial and Fool-proof.
5. Gun Barrel Cylinder Bore.
6. Leak Proof Compression.
7. Complete with Built-in Magneto.
8. More than Rated Power.

The 3 and 6 H. P. sizes are oil engines—use economical Kerosene or Distillate

## Eclipse Windmills

will pump water for your customers at an average cost of

**\$1.65 a year**



figured on a basis of 38 years' service—the average life of an ECLIPSE.

## Your Customers

read our ads in their Farm Papers. They know the reasons why Fairbanks-Morse quality products give service. We tell them, "Go to your Dealer." Be prepared when they come in with a stock of the goods they want to buy.

**Fairbanks, Morse & Co.**  
Omaha, Neb.

## MAKE THE WIND

## Pump Your Water



The last word in conservation is to make the wind work. You don't even have to crank it, or fool with spark plugs.

Only necessary to select a good mill like

## The Duplex Wind Mills

Built to stand heavy winds. Open Wheel Vaneless Pumper.

Many of these mills erected 30 years ago are still pumping daily.

Send Inquiries to

**A. Y. McDONALD MFG. COMPANY, OMAHA**

General Sales Agents.

Mfgd. by

Duplex Manufacturing

Company

Superior, Wis.

Write for catalog No.  
W-25

DEALERS RESERVATION

BLANK

A. Y. McDonald Mfg. Co., Omaha

Date.....

Gentlemen: Please reserve for me the following territory.....

Send me catalog and sales proposition. Signed.....

Town.....

## WANTED

*at Booth 81  
Auditorium*

A moment in which to show you the best and most talked of cultivator in the corn belt

*We know the reason why  
and want to TELL YOU*

It is written in the Corn Fields and we have secured a copy for you.

You always get your money's worth when you buy a TOWER—because they are money-makers and time-savers.

The name—TOWER—is always on the tongue—look for it.

*We have some territory still open*

**The J. D. Tower & Sons Co.**  
Mendota, Ill.



# You Are Either a Patriot or a Patrioteer

IT has been no small task to awaken a peaceful full-lived people to the fact that a foreign conflict menaces the stability of those very foundations of the social, economic and ethical masonry to which it has from childhood been accustomed. Wonders have been accomplished in the United States since our entrance into the world war in the direction of awakening the people to this situation, and thanks to the efficient campaign waged by our national Government there is not a community in this country today that does not have, at least, a fundamental grasp of that great European plot which until a comparatively few years ago was known and understood only by a few of the wisest world statesmen, and of its menace to its members.

This accomplishment, together with the organization of the citizenry into groups for the accomplishment of various war purposes in a remarkably short space of time, is without doubt one of the wonders of history. It is not at all surprising that many persons have not yet taken to themselves a personal application of the necessity, not only for governmental but for individual participation to the limit of ability and endurance in the war program, and also in the necessary industrial and financial mechanism to support this schedule. On the other hand, it is surprising that so many persons have, in so short a time, gone into this work whole-heartedly and unselfishly with complete relinquishment of personal interest.

Every implement man should make a close analysis of his own efforts in connection with the complete fulfillment of his part in the implement business—a business which is vitally important to the winning of the war. There is a natural disposition on the part of all of us to take care of many of the obvious and seemingly large things and entirely overlook a succession of small things which, in the aggregate, are equally important to the accomplishment of our purpose. We make our subscriptions to the Liberty Loan, to the Red Cross, to various other war activities, possibly, in some cases with sacrifice, but usually with not even inconvenience. We see our sons, brothers, employes and friends don the khaki, and we settle back with a self-satisfied important feeling of patriotism, leaving entirely undone those plodding, disagreeable, necessary things of prime importance toward the support of the national program and

By C. J. Bullock



Manager B. F. Avery & Sons Plow Co.,  
Omaha

directly in our path of duty. When we do so, we are patrioteers—not patriots.

If we are to be real patriots and accept as the definition of patriot, "One who loves his country and zealously guards its welfare" we must not only do these apparent things, but with enthusiastic devotion apply ourselves to our business and do everything to make it properly serve that purpose which the Government had in mind when it provided for its operation as an essential industry during the war; notwithstanding the fact that our Government needed the steel and men necessary to that enterprise. As implement men, are we doing this? By an implement man we mean every man associated in any capacity with the manufacture or distribution of agricultural implements, whether he be foundry man, president of a manufacturing concern, jobber, branch house manager, or dealer.

The Government has been obliged to cut the supply of raw material for implement manufacture 25 percent. At the same time, it is necessary during the period to supply every farmer with tools for the proper handling of his agricultural operations and to compensate for the depleted farm labor supply. In other words, there must be a continuous supply of farm implements for the agriculturist, notwithstanding this reduced manufacturing output. This can be accomplished, it is agreed,

by the cooperation of every implement man. This means the cooperation of the dealer in placing orders for his season's requirements promptly; it means careful planning upon the part of the branch house manager, jobber, or distributor in assembling adequate stocks for his trade, and eliminating excessive carry-overs of implements which are needed in other sections; it also means cooperation between the different distributing points in the country so that stocks not needed at one point may be shifted to another where they are necessary; it means that every man in the industry must do every ounce of work of which he is capable so that the industry may be manned with the lowest possible minimum of help; it means, furthermore, various economies in manufacture and standardization of agricultural implements.

It is perfectly apparent from the high spots of this program that it is a problem of cooperation and mutual understanding all along the line. It is easily seen, for instance, that the distributor is absolutely powerless to properly provide for the necessary distribution of implements unless at an early date, far in advance of the requirements for use, he can have definite knowledge of the needs of his trade in the way of specifications from the dealers. There is a disposition on the part of many dealers, unfortunately, to make this program very difficult at the present time, and possibly to imperil it altogether by not placing adequate orders for future delivery. Some perhaps have been unsettled because of the uncertainty as to their status in the selective service regulations—others have been chasing the delusion of a great drop in price of commodities as a result of a possible early conclusion of hostilities—others have been inclined to throw the entire burden of the distribution problem up to the distributor for other fallacious reasons.

In all cases where dealers expect to continue their business as a going proposition, they are not fulfilling their part in this program by failing to place their orders at the distributing point for such goods as by reason of previous experience they believe will be demanded by their trade. Such a dealer is a patrioteer—because it is perfectly apparent that by his actions he is imperiling the whole scheme of distribution in this emergency. Then again, there is the case of the distributor who

(Continued on page 64)



# Reasons for Feeling Good About Nebraska

OMAHA is the capital of an agricultural empire that has grown and is growing in wealth and population more rapidly than any other on earth. That epitomizes a mighty fact of prosperity that is so big it is hard to grasp.

The growth of this vast area tributary to Omaha is reflected in the fact that the inhabitants of Nebraska and Iowa have more automobiles per hundred population than any other people in the world. They use more modern farm machinery. They farm in a more scientific and wholesale manner than any other large body of farmers.

They can afford to do this because the productivity stored up in the soil of this empire during hundreds and thousands of years is now beginning to yield golden profits to the men who are farming it.

Omaha wholesale houses, last year, sold \$14,283,152 worth of agricultural implements and \$1,312,500 worth of tractors. The sales of both these classes are leaping up at an astonishing rate year by year. Auto-

By A. R. Groh

Commercial Editor, Omaha Bee

mobiles and trucks were sold by Omaha houses last year to the value of \$39,814,157.

## An Agricultural Center.

Nebraska's crops are sure, as are those of Iowa and South Dakota, states tributary to Omaha to a large degree. It is only a few years ago when the land of western Nebraska was hardly considered fit for farming and sold for \$5 and less an acre. Today this land is raising 30 and more bushels of wheat to the acre every year and is selling from \$50 to \$150 and more an acre, while in the eastern belt of the state it is now common for farms to sell at \$250 an acre.

The official statistics issued by the state bureau of publicity indicate the reason for this. The average yield of wheat per acre for the entire United States last year was 12.5 bushels while that of western Ne-

braska was 22.7 bushels. In oats, the United States yield was 28.6 bushels; that of western Nebraska 32.7 bushels. In corn, the national yield was 23.1 bushels per acre; that of western Nebraska 26.5 bushels. In hay, the United States average was 2.52 tons per acre and that of western Nebraska 2.8 tons. All this is done with natural land, in many cases worked by tractors, and unirrigated. Yields of 175 to 250 bushels of potatoes in western Nebraska without irrigation are common.

This takes the least productive part of Nebraska. Figures are even better in central and eastern Nebraska and Iowa.

According to statistics of 1916 there were 151,176 farms in Nebraska. Improvements on lands in the state were \$678,323,394. Nebraska is one of the six states in the Union that have no bonded indebtedness.

## Land of Prosperous Citizens.

The surface of Nebraska's agricultural land has just been "scratched" and already is pouring out a golden bounty of wealth that makes nearly every farmer an automobile owner, a man with a bank account and an enormous capacity for buying the most modern farm machinery and tractors. Moreover, progress is a marked characteristic of the Nebraska-Iowa-South Dakota farmer. He is not satisfied with old methods of farming. He reinvests his profits in machinery that will make his operations more extensive. Large farms are the rule and the cultivation of large areas of land makes necessary much machinery.

In addition to its vast area not yet broken that can be farmed under the ordinary rainfall, there is enough land in the state easily irrigable to provide 50,000 farms of 160 acres each. Irrigation projects are under way and more than 1,000 irrigation and power enterprises are already in operation in Nebraska.

The silo is rapidly making central Nebraska the greatest dairying center in the country. Omaha produced butter worth more than \$11,000,000 last year.

Nebraska, last year, was the second state in wheat production, third in corn and fifth in oats. The annual dairy and poultry output of Nebraska is greater than the annual gold production of the entire United States, excepting Alaska. In proportion to population, Nebraska produces more

## SHOWING HOW A TRACTOR "WALKS AWAY WITH" A SHED



There are many odd jobs about the farm that the tractor can do in a jiffy. Without the tractor, however, many of them would remain undone. The photograph shows a Moline Universal "walking away with" a farm shed on crude skids. Tractors are often used to move houses.



foodstuff than any other state.

Nebraska has 6,179 miles of railroad, not including double track.

### Productiveness of Soil.

In short, Nebraska's 49,000,000 acres are recognized as second to none in productiveness on the face of the globe. The vast resources of this area have only begun to yield their store under the hand of man. Nebraska's soil is unique. Over a great portion of the state extend the loess plains, marvels of productiveness and easy of manipulation. Whatever its origin, wind-blown or water-deposited, this soil is most wonderful. Often it extends to a depth of 500 feet. The average is 300 feet. And from top to bottom it is packed with the elements of plant food, furnishing an inexhaustible supply for the agriculture of the present and future.

The soil is peculiarly adapted to the growing of corn, wheat, oats, rye, barley, potatoes, small fruits. Nebraska's annual output of small grains alone reaches the gigantic total of nearly half a billion dollars.

On the farms of Nebraska are approximately 2,000,000 cattle, 5,000,000 hogs and 4,000,000 sheep.

Words seem inadequate to portray the immense market provided by this area for all kinds of farm machinery.

Here are the great number of farms already in operation, most of the farmers owning large tracts besides, which they are just beginning to break up as rapidly as they can secure man-power and machinery.

Thousands of new farmers are coming to the state every year. They settle on the unbroken land, build a house and barn and buy machinery. The farmers, particularly those who have been here for some years, have bank accounts. Thousands of Nebraska farmers are "worth" \$100,000 and upward. And they have made it all out of Nebraska farms. They buy and they buy liberally and intelligently.

### Omaha as the Trade Center.

Omaha is the great buying point for all the people of Nebraska and most of those in western Iowa, a large part of Wyoming, South Dakota and several other areas. The reason for this is the eminence of Omaha in the jobbing line and, secondly, the strategic position it holds as a railroad center. Nine trunk lines enter Omaha. Five trunk lines radiate from Omaha out across Nebraska, making quick, convenient and frequent passenger and freight service. Omaha is the focal point for this vast, rich area. "All roads lead to Omaha."

New jobbing houses and factories

are being opened continually. Omaha's jobbing business of 1917 exceeded that of 1916 by nearly 30 percent and the manufacturing output increased 22 percent. Ten years ago Omaha's jobbing output was \$88,048,000, last year it was \$236,137,067.

### Facts Speak for Themselves.

Omaha has an estimated population of 214,000. It is first in butter production, second as a live stock market, first in lead ore production, third in agricultural implement sales and the fourth primary grain market among the cities of the United States.

It is the center of the greatest food-stuff producing center in the world. It is "the biggest agricultural city in the world." It is the city that hums with growing business activity, a city of comfortable homes. Thirty-five miles of boulevards connect its 21 parks.

Omaha has several 16 and 18-story office buildings. Its wholesale district is splendidly situated for shipping facilities and handsome and substantial buildings now house the firms which are doing such a thriving business over the great Omaha territory.

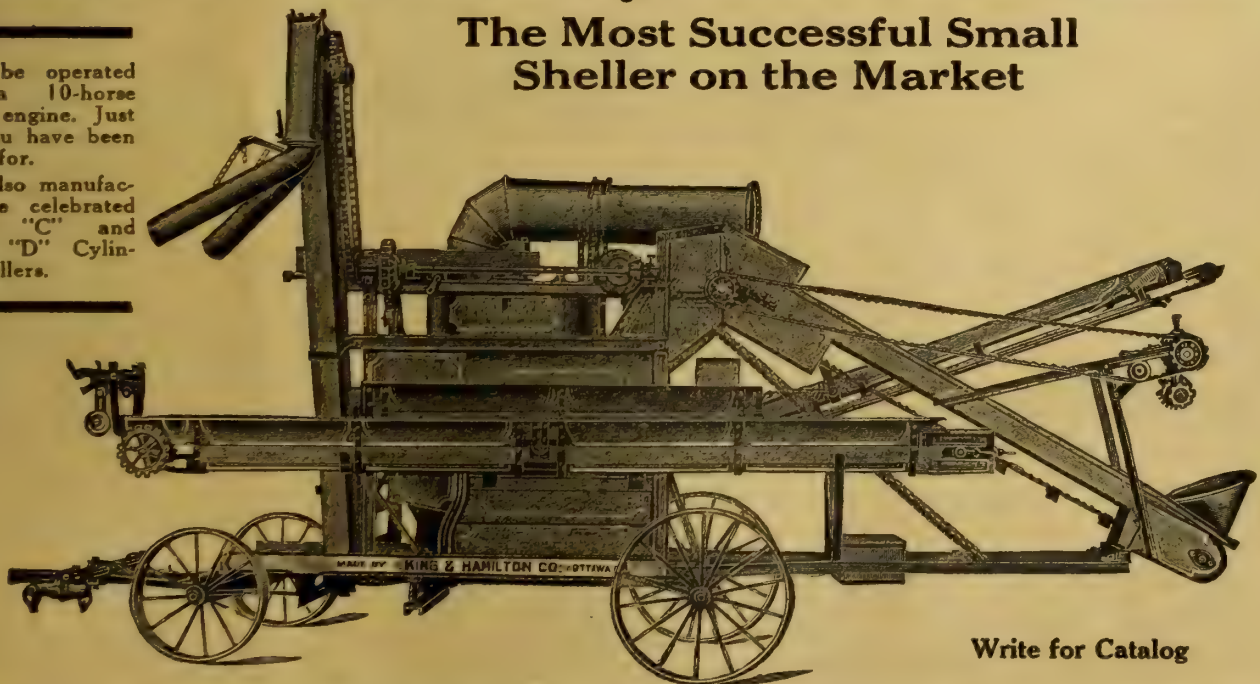
Here is the golden opportunity for agricultural implement and tractor companies.

# Ottawa "F" All Steel Cylinder Corn Sheller

## The Most Successful Small Sheller on the Market

Can be operated with a 10-horse gasoline engine. Just what you have been looking for.

We also manufacture the celebrated Ottawa "C" and Ottawa "D" Cylinder Shellers.



Write for Catalog

## KING & HAMILTON COMPANY Ottawa, Illinois

Branch Houses: Council Bluffs, Iowa; Sioux Falls, South Dakota



## AMONG THE EXHIBITORS AT THE MIDWEST SHOW

(Continued from page 50)

atives will probably visit Omaha at this time from Galva, Ill.

### Standard Mfg. Co.

The Standard Mfg. Co., Council Bluffs, Ia., will exhibit its products, featuring particularly its wagon boxes and shoveling boards.

### Philip Bernard Co.

The Philip Bernard Co., Sioux City, Ia., will exhibit in its booths at the Auditorium, its line of hog waterers and feeders.

### Mid-west Truck & Tractor Co.

The Mid-west Truck & Tractor Co. of Omaha will exhibit the Turner tractor in the tractor division in the basement, and make an exhibit of trucks on the main floor.

### Keller Mfg. Co.

The Keller Mfg. Co. of Minneapolis will exhibit its farm trucks. Factory representatives and some of the salesmen will be present.

### Smith-Lockwood Mfg. Co.

The Smith-Lockwood Mfg. Co. will exhibit the line of Carabao whips. A. M. Smith will have general supervision over the exhibit.

### Emerson-Brantingham Implement Co.

The No. 101 motor cultivator, the Osborne grain binder, the Osborne corn binder, and the No. 102 engine plow, will be among the articles featured on the main floor of the Auditorium for the Midwest show by the Emerson-Brantingham Implement Co. On the ground floor in the tractor section the company will also feature its Model AA tractor. C. G. Evans, manager for the company in Omaha, will probably have general supervision of the exhibit. At the company's new home in the handsome new building at Eleventh and Jackson streets, of course the spacious sample floors will be at their best, and visitors there will be welcome.

### Lining Implement Co.

The sample floors of the Lining Implement Co., at Sixth and Pacific streets will be well stocked during the convention week with the full line of implements and farm equipment handled by the company. The I. B. Rowell Co. products will be among the new lines shown this year. The Olds engines will also be on display. The lines of the Indiana Wagon Co., the Plattner-Yale Co., Haag Brothers washers, Kramer Rotary Harrow, Peoria Drills, Beatrice Iron Works products, and numerous other lines will be on exhibit on the sample floors.

### T. G. Northwall Co.

The La Crosse Happy Farmer tractor, the Lauson tractor and a full line of tractor tools will be among the many things in farm equipment to be seen on the spacious sample floors of the T. G. Northwall Co., Tenth and Farnam

streets. The La Crosse Plow Co. products will be featured, the Litchfield spreaders, Ohio Rake Co. hay tools, the New Century cultivators and disk harrows, Blue Star corn planters, made by the Wistrand Mfg. Co., Galva, Ill., New Century disks and cultivators made by the Roderick Lean Mfg. Co., Mansfield, O., the Meadows line of elevators made by the Meadows Mfg. Co., Pontiac, Ill., and also the washers and scales by the same company, will be among the many other lines to be seen on the T. G. Northwall floor.

### Western Rock Island Plow Co.

The Western Rock Island Plow Co. will have its full Rock Island lines on

the sample floors of the company at Tenth and Leavenworth streets. This includes the Great Western Separator, the Rock Island gasoline engines, the Heider tractors, the Rock Island power-lift plows, the Rock Island spreaders, the Rock Island special wagons, and other lines as well as the Alamo Farm light plant jobbed through the Rock Island.

### Dempster Mill Mfg. Co.

The Dempster Mill Mfg. Co. will have a full line of Dempster products on the sample floors at 906 Harney street. B. G. King, manager for the Dempster Mill Mfg. Co. for Omaha, will be in charge, while factory representatives will also probably be in Omaha during the week.

## Number of Midwest Exhibits Large

Never Has There Been a More Complete Line of Farm Machinery and Equipment at the Annual Event.

Never was there a more representative line of farm machinery and equipment scheduled for the Mid-West Implement show than this year. Fifty-nine firms had contracted for floor space up to Oct. 25 when the Mid-West program went to press. Of these, 41 are exhibiting farm machinery and equipment, and 18 are exhibiting tractors on the ground floor.

Following is the list of exhibitors to date:

### Machinery Exhibitors.

John Deere Plow Co.....Omaha  
International Harvester Co.....Omaha  
B. F. Avery & Sons Plow Co....Omaha  
Oliver Chilled Plow Co.....Omaha  
Parlin & Orendorff Plow Co....Omaha  
Emerson-Brantingham Imp. Co..Omaha  
J. I. Case Plow Works.....Omaha  
Janesville Machine Co.....Omaha  
Challenge Co.....Omaha  
Associated Mfrs' Co.....Omaha  
Hudson Mfg. Co.....Omaha  
R. Herschel Mfg. Co.....Omaha  
Henry & Robinson Hdw. Co.....Omaha  
Sunderland Mach. & Sup. Co....Omaha  
New Idea Spreader Co.....Omaha  
Stover Mfg. & Engine Co.....Omaha  
John Day Rubber & Supply Co..Omaha  
United States Rubber Co.....Omaha  
Hooven & Allison Co.....Omaha  
Western Motor Car Co.....Omaha  
Mid-West Truck & Tractor Co..Omaha  
Motorist  
Nebraska White Co.....Omaha  
Joel Turney & Co.....Fairfield, Ia.  
Cushman Motor Works...Lincoln, Neb.  
Phillip Bernard Co.....Sioux City, Ia.  
Globe Mfg. Co.....Perry, Ia.  
Badger Mfg. Co.....Council Bluffs, Ia.  
R. H. Bloomer Mfg. Co...Council Bluffs  
Standard Mfg. Co.....Council Bluffs, Ia.  
Stoughton Wagon Co...Stoughton, Wis.  
Hayes Pump & Planter Co...Galva, Ill.  
New Chicago Crucible Co...Chicago, Ill.  
DeLaval Separator Co.....Chicago, Ill.  
Electric Wheel Co.....Quincy, Ill.  
J. D. Tower & Sons Co...Mendota, Ill.  
Western Silo Co.....Des Moines, Ia.  
Implement & Tractor Trade Journal..  
Farm Implement News

Woodbury Whip Co....Westfield, Mass.  
Keller Mfg. Co.....Minneapolis, Minn.

### Tractor Exhibitors.

International Harvester Co.....Omaha  
Nebraska Moline Plow Co.....Omaha  
J. I. Case Plow Works.....Omaha  
Emerson-Brantingham Imp. Co..Omaha  
Avery Co.....Omaha  
Appleton Mfg. Co.....Omaha  
Nebraska Bull Tractor Co.....Omaha  
J. T. Stewart Motor Co.....Omaha  
Noyes-Killy Motor Co.....Omaha  
Jones-Opper Co.....Omaha  
Nebraska White Co.....Omaha  
J. I. Case Threshing Mach. Co...Lincoln  
Huber Mfg. Co.....Lincoln, Neb.  
Advance-Rumely Co.....Lincoln, Neb.  
Hart-Parr Co.....Charles City, Ia.  
Turner Mfg. Co...Port Washington, Wis.  
Townsend Mfg. Co.....Janesville, Wis.  
Hansen-Tyler Auto Co.....Omaha

## YOU ARE EITHER A PA-RIOT OR A PATRIOTEER

(Continued on page 61)

for speculative reasons over-stocks on items which are scarce in the trade when he has no reasonable expectation of disposing of this over-stock to his regular trade, but is holding it for an advance in price which he thinks possibly its scarcity on the market may force. Or that distributor who is not intimately in touch with his stock situation as balanced against his sales data, but who is trusting to luck or to some other thing entirely outside of himself. Such distributors are patrioteers. There is also that weak-kneed distributor who feels that conditions are "very unsettled" and that everything is going to the "bow-wows" and so he is going to play "safe" as he calls it. This distributor will be unable to fill his part of the demand when the trade comes on with a rush as it will, and he, too, is a patrioteer.





## Tractors Pull Big Field Cannon in a Parade

**A**T the Edmonton Fair in the Province of Alberta, Canada, one of the biggest days and usually the one that draws the largest attendance is known as Travellers' Day. Traveller in Canada, it might be a good thing to explain, means a commercial man or a salesman, proving that there is one place where the traveler or traveler has a day that he can call all his own.

Well Travellers' Day at the Edmonton Fair always suggests one

thing to those who have ever attended and that is the Travellers' Parade. The parade is always a thing to travel miles to see and a sight which provides conversation for months. It is one of the most noted spectacles in Canada.

This year the parade on Travellers' Day was even more impressive than ever before. In one section of the long line marched members of the Great War Veterans' Association, men who had been fighting the Hun. The

feature of the association's part in the parade was an exhibition of trench warfare, "Going Over the Top," in which a Case 9-18 tractor pulled a big field gun, around which the returned soldiers were grouped for the show. The tractor pulled the cannon and other paraphernalia in the parade.

The Reynolds Motor and Tractor Co. has been incorporated at Cleveland, O., with a capital stock of \$90,000. The incorporators are J. F. Reynolds, W. M. Opre, C. N. Green, H. J. Reynolds and E. W. Branch.

## ROSE GREASE GUNS

ARE EVERY-DAY-NECESSITIES

FOR TRUCKS TRACTORS AUTOMOBILES IMPLEMENTS

Everyone  
Will  
Buy  
a  
Rose  
Grease Gun



ROSE AUTO GREASE GUN



ROSE UNIVERSAL GREASE GUN



ROSE SHOP GREASE GUN

Most  
Jobbers  
Distribute  
Rose  
Grease Guns

The Rose Shop Gun—1½x24½—For Shop and Garage.....Price \$3.50 each  
The Rose Universal Gun—1½x19½—For Truck and Tractor.....Price 2.50 each  
The Rose Auto Gun—1¼x12½—For Automobiles.....Price 1.80 each

DEALERS: Rose Grease Guns or Pumps will be sent prepaid at Regular Dealer's price if your JOBBER Does not Handle.

PLEASE Mention your Jobber's name when ordering.

## J. H. HANEY & COMPANY, Hastings, Nebraska

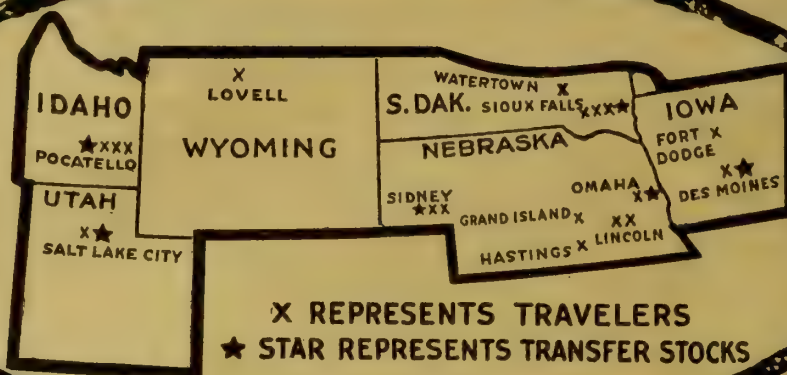
Manufacturers

ROSE GREASE GUNS—TIRE PUMPS—FAN BELTS



# OLIVER SERVICE

**Expert assistance for you and  
your customers practically at your door**



## Oliver Service is Country Wide as Shown by the Map

At each transfer house is a complete supply of machinery and repairs.

From the different towns Oliver expert plowmen travel throughout their territories. They assist Oliver users and Oliver dealers in every way possible.

There is an Oliver house and one or more Oliver men in your territory. Your supplies, sales and service help is only a few hours away.

In addition to the Oliver service in sales and field help, we ask that you investigate the Oliver dealers' co-operative advertising. This advertising is free and will help you sell the tractor you handle.

Oliver appreciates the fact that the tractor must be sold before there is sale for tractor tools.

All of this service is a part of every Oliver contract, large or small, and it is impossible to estimate its worth to tractor dealers.

**Our Success Is Not Due to the Profit We Make But to the Service We Give.**



## Oliver Chilled Plow Works

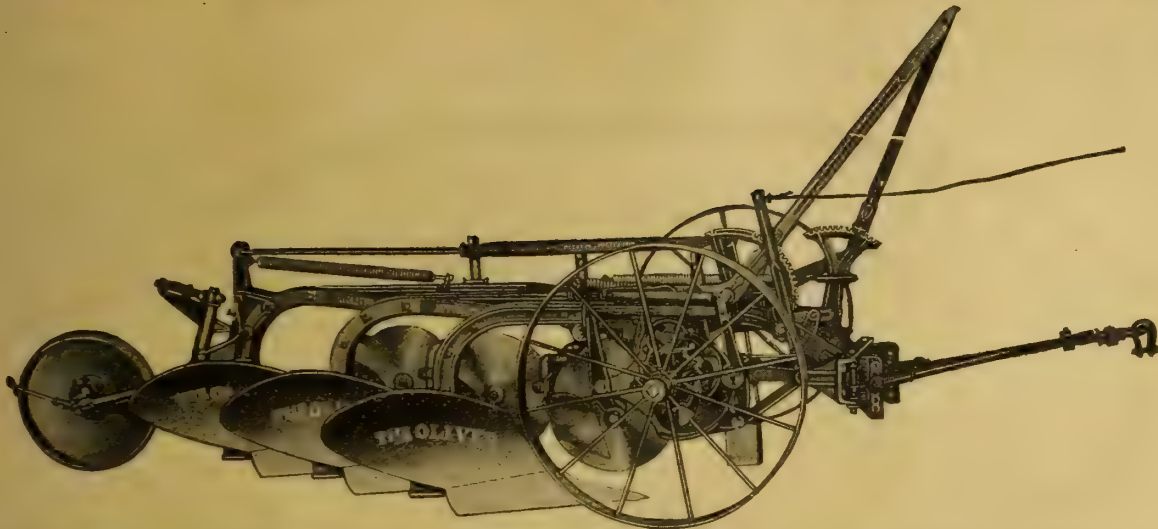
Plowmakers for the World

Omaha, Nebraska





# OLIVER



Oliver No. 78 tractor plow, furnished with two or three bottoms. The No. 79, similar in all respects, has three or four bottoms.

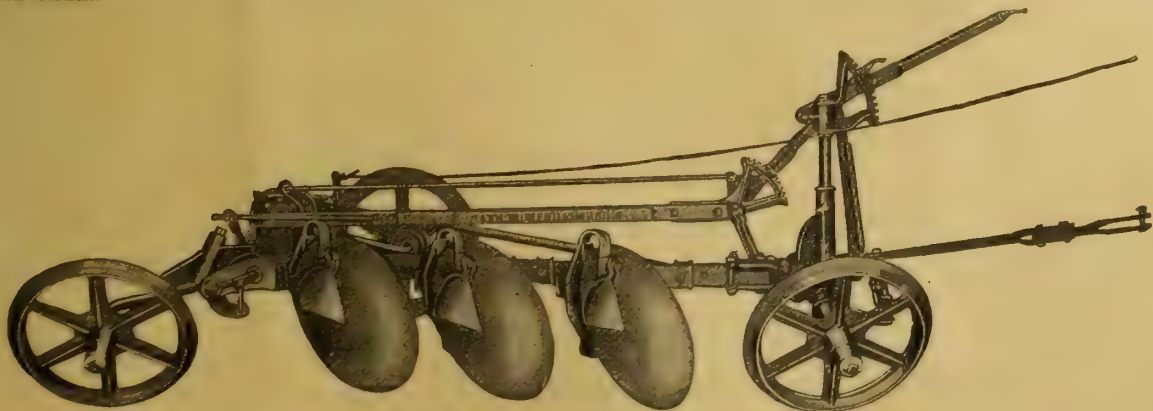
Tractor manufacturers select the Oliver plows when making public demonstrations. They have a reason.

Select the Oliver plows to sell with your tractors, as the tractor man selects them for demonstration.

Farmers are finding that the Oliver tractor disc plows will plow hard, tough or waxy lands better than they have been able to plow them in the past.

Oliver tractor disc plows wait for no special season or condition. They wade right in and plow at the time of year when the best seed bed can be made, and when plowing will do most to eradicate insect pests.

Sticks to furrow; operated easily from tractor seat; uniform depth easily maintained; scrapers insure covering of stubble; disc bearings protected from all dust and dirt; the whole machine built to stand all strain.



Oliver No. D-43 tractor disk gang plow.



## Oliver Chilled Plow Works

Plowmakers for the World



Omaha, Neb.

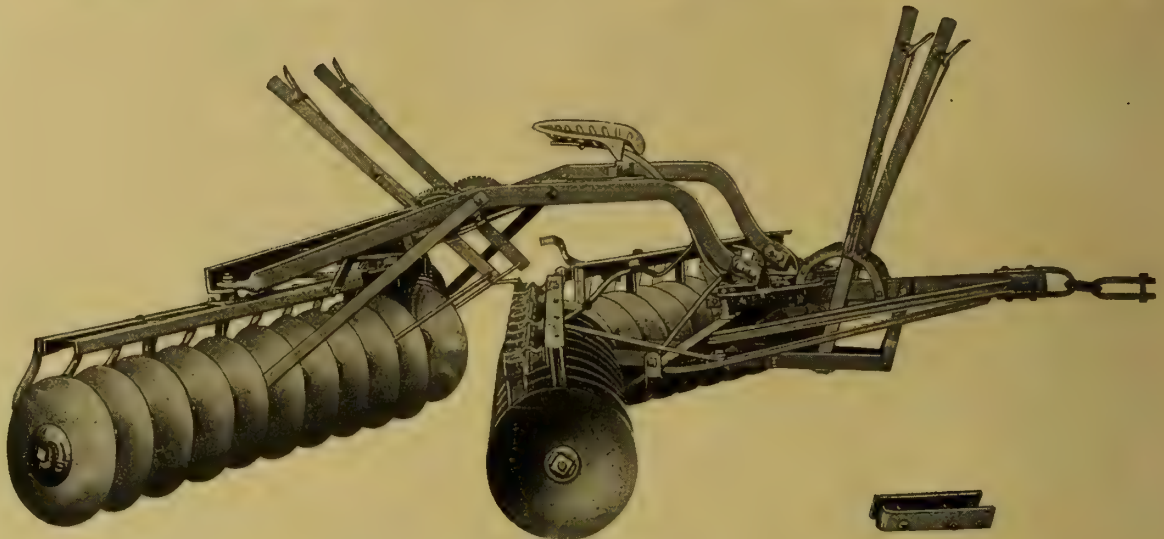
Sidney, Neb.

Pocatello, Idaho

Sioux Falls, S. D.



# OLIVER



Oliver double gang tractor disk harrow

## The Oliver Tractor Disk Harrow

Is Constructed Especially for Tractor Use and Will Stand Every Strain That a Tractor Will Put Upon It. Especially Designed for Use With a Light Tractor.

Furnished in Sizes to Meet All Needs

The farmer who operates a tractor realizes the importance of a Disk Harrow that is strong enough to withstand the stress put upon it when used with a tractor.

These farmers have learned to appreciate the Oliver Tractor Disk Harrow because it has this durability and rigidity, and because of the good service it renders. It gives satisfactory service for many years.

The Oliver Tractor Disk Harrow is of the double disk gang type. It has important features of construction that make it particularly desirable.



## Oliver Chilled Plow Works

Plowmakers for the World



Sioux Falls, So. Dak.

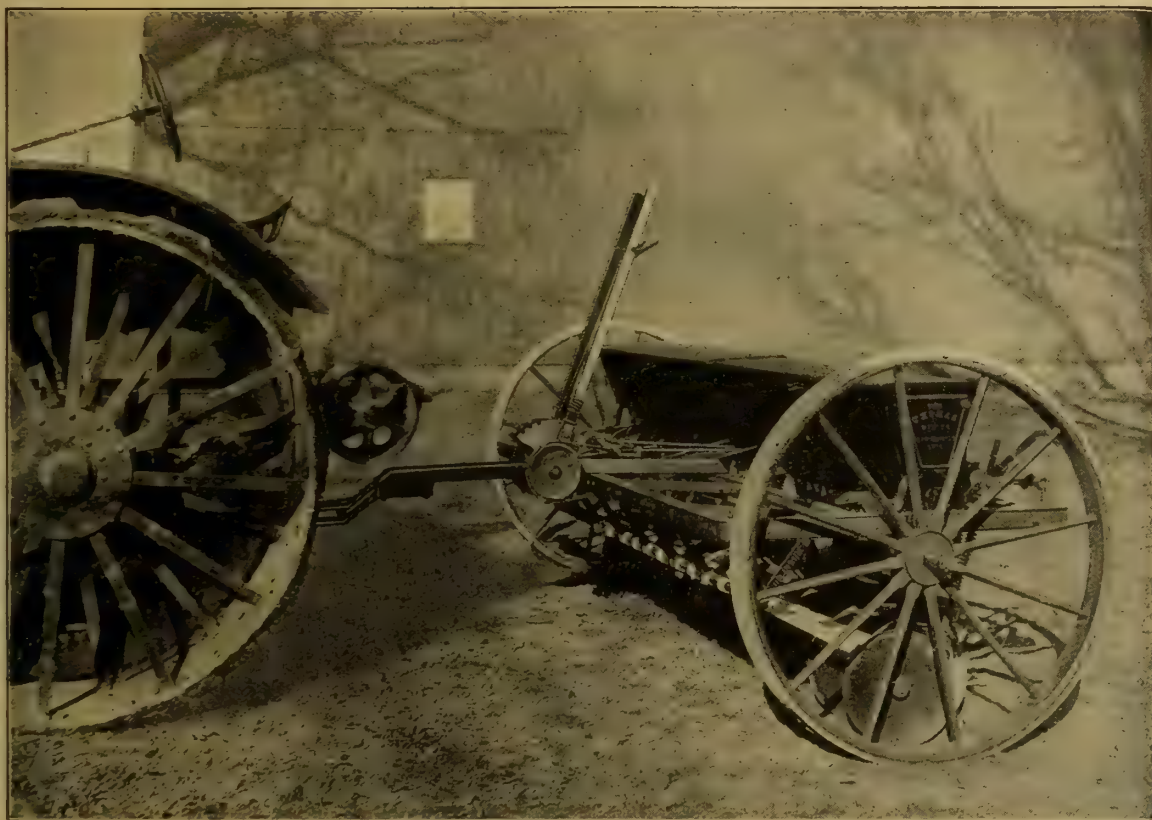
Omaha, Neb.

Sidney, Neb.

Pocatello, Idaho



# THOMAS DRILLS



Most of your customers are awake to the advantage of farming with power. They are interested in implements that can be adapted to tractor use.

Particular farmers choose Thomas drills because they see in these drills features that assure thorough planting in the most efficient manner. The disks and boots make a wide furrow for the seed to stool out and grow. Thomas disk bearings are automatically supplied with oil. This makes oiling necessary only once or twice a season. These are points that appeal to your practical customers.

Your order now for Thomas drills is your safest assurance for receiving these drills for next season's business.

Manufactured by

THE THOMAS MANUFACTURING CO., Springfield, Ohio

For



KANSAS CITY, MO.

## Oliver Chilled Plow Works

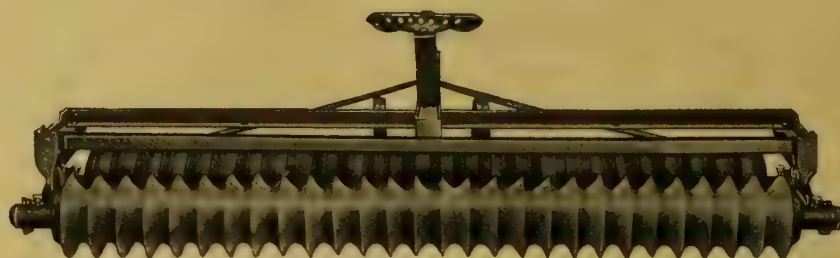
Plowmakers for the World



OMAHA, NEB.



# *An Oliver Tractor Pulverizer Helps the Farmer*



It is a demonstrated fact that the use of an Oliver tractor pulverizer can increase crop yields ten to twenty percent.

The keen interest that your customers are taking in proper seed bed preparation will create an extra big demand for this essential implement next season.

The government restriction of materials for use in manufacturing farm implements makes it more important than ever before that you place your order for Oliver tractor pulverizers now.



Note the result when an Oliver pulverizer is used. It crushes all the lumps, compacts the soil and closes the air spaces.



## **Oliver Chilled Plow Works**

Plowmakers for the World

Kansas City, Mo.

Dallas, Texas

Omaha, Neb.





### Tractor Runs a Water Plant.

A big fire recently destroyed the water plower plant of the city of Pierre, S. D. The citizens were without water supply for a good many hours. The city officials harnessed several makes of tractors and steam engines to the power plant, but they did not seem to produce the power necessary to furnish the city with water.

After a few days of experimentation on these machines they finally called on Mr. C. E. Gunsalus, a tractor engineer at Blunt, S. D. Mr. Gunsalus hitched his big 40-80 hp. Avery tractor to the water power plant and it operated the plant so successfully that the city of Pierre purchased it from him for \$300.00 less than he originally paid for it.

ing that year he broke 500 acres of land, ran an elevating grader 14 days, threshed 45 days and cut ensilage five days. In 1917 he broke and double-disked 220 acres of land, plowed 380 acres of land and threshed 25 days. In 1918 he double-disked 480 acres of land, broke 100 acres, plowed 50 acres and ran the water power plant for the city of Pierre, S. D., 335 hours before selling the engine to them.

Mr. Gunsalus declares that he is now ready to purchase another Avery.

### Dairy Team Wins Honors.

The University of Nebraska dairy judging team carried off first honors at the National Dairy Show at Columbus, O. The winnings consisted of two sweepstakes offered by the National Dairy show and Hoard's

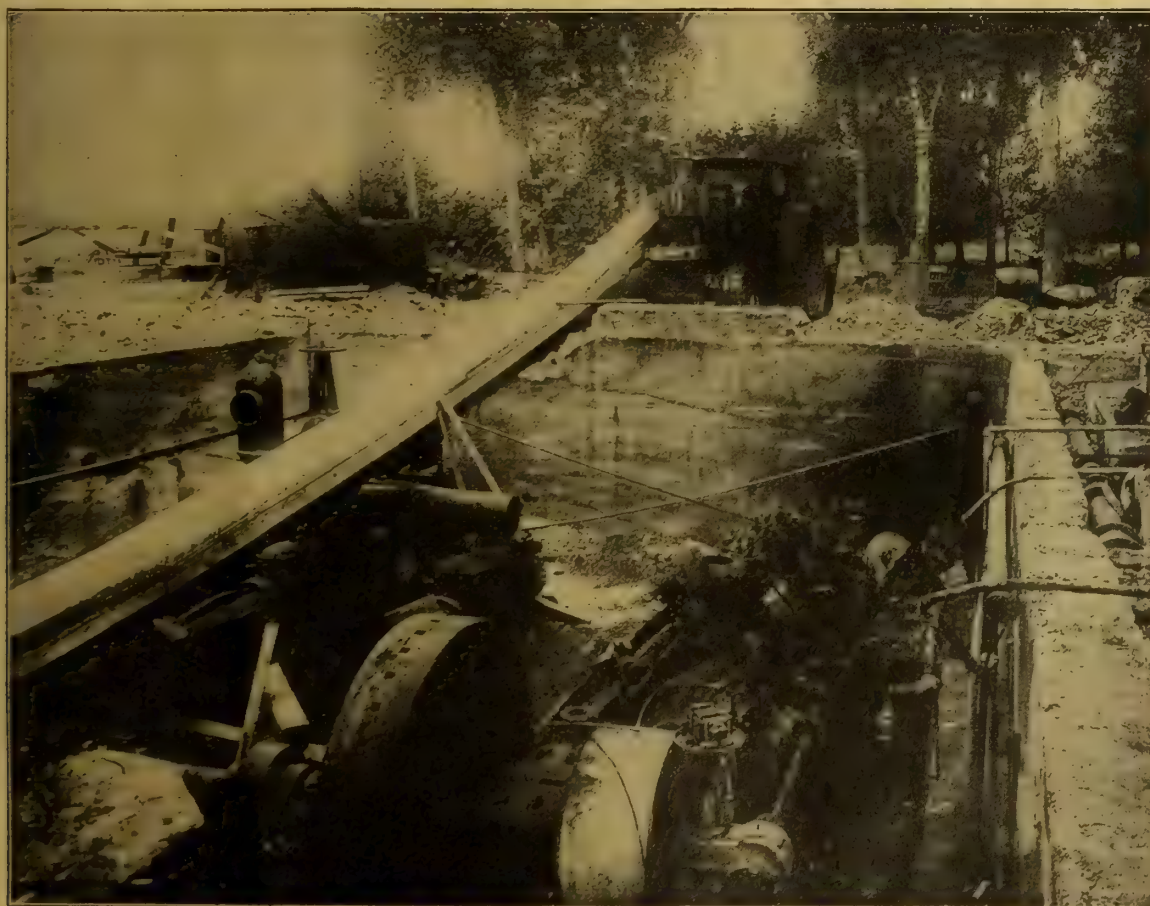
### Aerial Highway Over Nebraska.

The postoffice department is arranging to carry mail by aeroplane from New York to San Francisco over the Woodrow Wilson highway. This route enters Nebraska at Omaha and proceeds over or near Wahoo, York, Aurora and Kearney. Scouting planes may be sent over this route in the near future.

After the war there will be thousands of planes available for aerial mail service. The results to the service from Washington to New York have been exceptionally satisfactory.

### To Have National Headquarters.

The National Board of Farm Organizations, representing several million farmers in all parts of the coun-



OPERATING THE CITY WATER PLANT BY MEANS OF TRACTOR POWER AT PIERRE, S. D.

The tractor is pumping water through a ten-inch main to a reservoir one and three-quarter miles distant, which is at an elevation of 290 feet. The city engineer of Pierre, S. D., stated that this tractor is producing a remarkable amount of power considering the number of years it has been in active use.

Mr. Gunsalus purchased this Avery tractor in the spring of 1916 and dur-

Dairyman, a trophy offered by the Ayrshire Breeders' Association, two \$400 scholarships and two gold medals.

The team was composed of Carl Powell of Alliance, M. N. Lawritson of McCook and D. W. Spencer of Alliance. Lawritson received a gold medal for the highest individual judging record and Powell a gold medal for the second highest individual record.

try, has voted to erect a "Temple of Agriculture" in Washington, D. C. Action was taken on this at the recent convention held in Washington. The aim is to have a place where the farm organizations can maintain representatives, establish bureaus of research, education and publicity, and carry on their work in coordination with each other and the various Governmental departments.



# Discuss Two Forms of Wagon Warranty

Manufacturers Submit One and Dealers the Other  
at Federation-Salesmanagers' Chicago Conference

## Farm, Mountain and Valley.

1. All farm, mountain and valley wagons and gears one and two-horse type are warranted to be well made, of good and seasoned materials and of sufficient strength to carry rated capacity. Should any breakage occur within twenty-four months after shipment to the dealer purchasing hereunder, and within twelve months after sale by said dealer to a user, resulting from workmanship or materials clearly defective, the company will furnish said dealer a new part, free of charge, or at its option, pay him the wholesale price charged for such part at the factory, provided that the company shall not be liable hereunder unless the wagon claimed to be

defective has been kept, while in the dealer's possession, in a covered, dry, well ventilated place of storage and properly protected in all respects, nor unless the user of such wagon shall report the defect to the dealer from whom purchased within five days after discovering the same and deliver the defective part to him to be returned to the company, nor unless the dealer shall within thirty days after receiving notice of such defect, give the company notice thereof in writing and present his claim hereunder.

## Items Not Warranted.

2. This warranty does not cover small breakages which can be repaired at less

than cost of a new part, nor does it cover checking of the hubs or splitting or warping of wagon box sides after they are received by the purchaser hereunder in good order unless a claim therefore is made within sixty days from date of invoice. Seat springs are not warranted.

## Farm Trucks, Better Grade.

3. Farm trucks are warranted to be made of serviceably sound and strong materials. Breakages within eighteen months after shipment to the dealer and within twelve months after sale to a user, will be replaced under the same conditions as above stated with respect to farm wagons and gears; provided, however, that it shall also appear that said trucks have not been used on poor roads, or to carry more than the rated capacity.

## Farm Trucks, Cheaper Grade.

4. No warranty is given on (insert name of truck) or (insert name of truck) truck on account of the low prices at which these goods are sold.

## Log Hauling.

5. Logging gears are not warranted, nor are gears of any type warranted for hauling logs or lumber.

## Return of Broken Parts.

6. Broken parts must be returned to the factory whenever requested, plainly tagged with the name of the shipper, and a letter with bill of lading attached must be sent to the company giving the date of sale, name of user, size and style of wagon and full information as to usage and cause of breakage, and freight must be prepaid.

## Limit of Liability.

7. The company's liability under this warranty is limited to replacing defective parts, as above provided, and in no event shall it be liable for damages of any branch of warranty.

## Form Suggested By Dealers.

The Federation committee made changes in the first, third, fifth and sixth sections and rejected the second and seventh. The form as prepared by the committee follows:

## Farm, Mountain and Valley.

All farm, mountain and valley wagons and gears, one and two-horse type are warranted to be well made, of good and seasoned materials and of sufficient strength to carry rated capacity. Should any breakage occur, within twelve months after sale by said dealer to a user, resulting from workmanship or materials defective, the company will furnish said dealer a new part, free of charge, or at its option, pay him the wholesale price charged for such part, f. o. b. purchaser's place of business; provided, that the company shall not be liable hereunder, unless the wagon claimed to be defective has been kept, while in the dealer's possession, in a covered, dry, well ventilated place of storage and properly protected in all respects, nor unless the user of such wagon shall report the defect to the dealer from whom purchased within five days after discovering the same, and deliver the defective part to him to be returned to the company, nor unless the dealer shall within thirty days after receiving notice of such defect, give the company notice thereof in writing and present his claim thereunder.

## Farm Trucks, Better Grade.

Farm trucks are warranted to be made of serviceable, sound and strong materials. Breakages within twelve months after sale to a user will be replaced under the same conditions as above stated, with respect to farm wagons and gears.

## Farm Trucks, Cheaper Grade.

No warranty is given on (insert name of truck) or (insert name of truck) truck on account of the low prices at which these goods are sold.

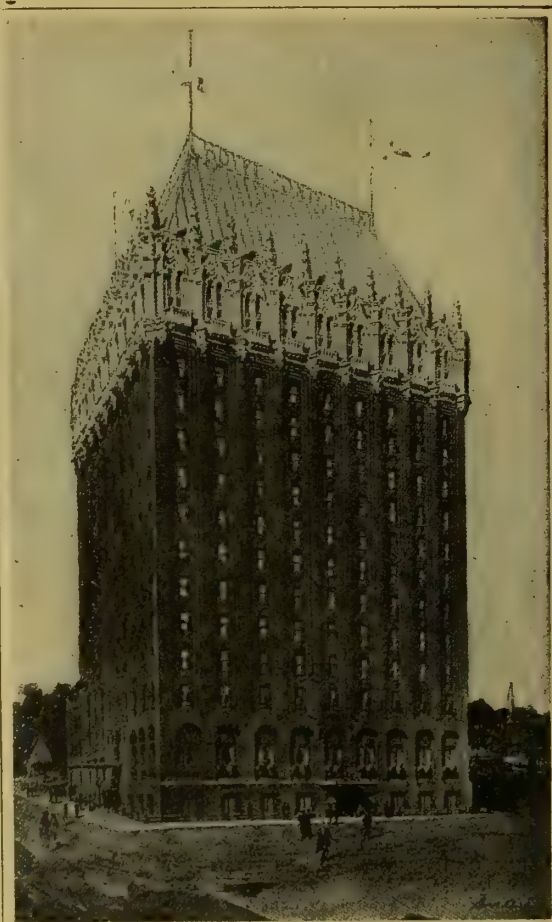
## Log Hauling.

Logging gears are not warranted, nor are gears of any type warranted for hauling logs.

## Return of Broken Parts.

Broken parts must be returned to the factory whenever requested, plainly tagged with the name of the shipper, and a letter with bill of lading attached must be sent to the company giving the date of sale, name of user, size and style of wagon and full information as to usage and cause of breakage, and freight must be prepaid, provided, that if defect is actually proven, freight is to be refunded to purchasers.

# OMAHA



## HOTEL FONTENELLE

H. E. GREGORY, Manager

FIRE-PROOF

EUROPEAN

RATES: One Person \$2 to \$4 per day  
Two Persons \$3 to \$6 per day

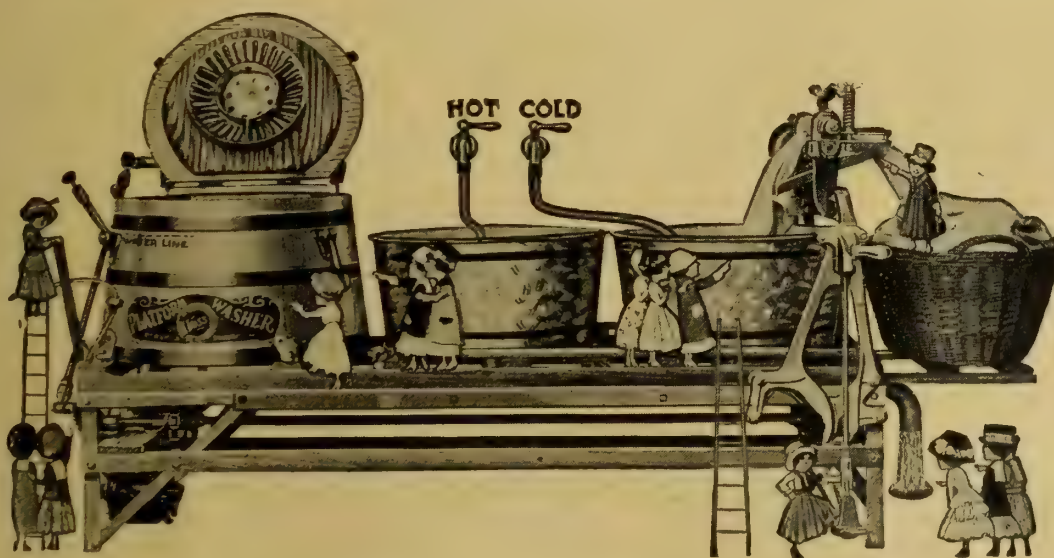
330 Room  
330 Baths



# VOSS Washers

## VOSS WASHERS

They are the most highly developed of all washing machine equipment. The first washer built, over 40 years ago, bore the name "Voss", and today the most complete washer on the market, illustrated below, is likewise a "Voss".



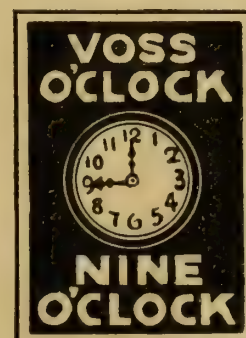
## The Voss Triple Tub Washer

All three tubs are direct connected with the drain pipe, the only washing machine having this advantage. The tubs are self-draining, doing away with all necessity of tilting the tubs or lifting the water. This feature considered with the other fine features—superior washing mechanism, double controlled sliding reversible wringer, extreme ease of operating, more durable construction—makes THE VOSS TRIPLE TUB WASHER a more profitable product for the Dealer to sell.

WRITE FOR COMPLETE INFORMATION

# VOSS BROS. MFG. CO.

DAVENPORT, IOWA





# "Machine-Gun Nests in the Trade"

H. E. Ralston, Sr., Dealer, Believes That They Should Be Cleaned Out and That Competition Can Be Brought Up to a Decent Level in the "Southwestern Io-way."

Shenandoah, Ia., Oct. 28.—To the Implement & Tractor Trade Journal: If I were called upon to preach a sermon to the retail implement dealers I would read a quotation found on the first page of the Omaha-Council Bluffs section of the Implement & Tractor Trade Journal of Oct. 5. These words were spoken by a manager of "one of the big harvester houses in Omaha."

"Binders were a good gamble last year and many of the dealers realize it. I know of a lot of dealers who carried over good stocks of binders from the previous fall, and then got the advantage of the increased price this year. Well, the result was that they just whipped to death any of their competitors who were not stocked up during the winter and who had to buy on the up market last spring. Because their machines cost them less they were able to sweep their whole territory clean, making liberal allowances on old machines which they took in and junked, and making all kinds of trades to their advantage to get the business."

I would then have my audience rise and sing the first three verses of the hymn, "Blest Be the Tie That Binds." Then I would take my text from the foregoing quotation: "They just whipped to death any of their competitors. \* \* \* \* Because their machines cost them less they were able to sweep their whole territory clean, making liberal allowances on old machines which they took in and junked, and making all kinds of trades to their advantage to get business."

My sermon would then read as follows: I am truly glad I cannot recognize, from the lesson and text, any manager I am acquainted with and am also glad the Implement & Tractor Trade Journal has withheld his identity, for it is the thought here expressed and not the individual I want to take issue with.

## Holding Them Up As Heroes.

I can guess that his motive in rehearsing the happenings (which I have no doubt are very correctly stated, for there has been the custom for so long that, if they were not literally true, they would pass for an example) was, by holding up such dealers as heroes, to inspire the "cautious" dealers who were not placing contract orders just as freely as he would like to have them, with the thought that they, too, might go out and do a like stunt and thereby jab their competitors with another trick which would make them squirm and cause them to "lay up" another grudge to come back with at some future opportune time.

But, gentlemen, isn't this the very thing that has almost ruined the implement business in the past and isn't it one thing we are trying to stamp out and bring out fraternity more to the spirit expressed in the verses of the hymn just rendered?

"They just whipped to death their competitors!" Isn't this a glorious thing for one dealer to want to do to his competitor? If we don't get him "clear dead" in the whipping, he is not worthy of the name competitor if he can't find some equally good chance to "come back" and give us some of our own medicine until we find ourselves in a "real war," and you know what the American definition of war is.

We have all been guilty of these tricks in the past—retail dealers, jobbers and manufacturers—until we all found our business one we felt we should apologize for being connected with and looked upon by a great many good business men as "not much of a business for a man with any money to invest in."

Seeing the condition into which our trade was getting, the more reasonable and sensible of the dealers, jobbers and

manufacturers struck upon the association idea for each in order to, at least once a year, bring all together to consider our interests, the interests of our business and our relations to each other as dealers, as well as the real business way in which we should conduct our business and to elevate it to the high standard of the banking business to which it holds a very close relationship in any community.

## Distrust Runs Amuck.

The greatest obstacle the pioneers in association work had to contend with was the distrust one dealer, jobber or manufacturer held for his competitors. Each would say, "You can't trust them for anything. Every one of them will do you a mean trick to get your business." Actually, I have seen competitors who would go out of their way to keep from meeting each other because they felt guilty of the many tricks each had played on the others. In my years of traveling and calling on the trade I found men who had been in the business in adjoining towns for four or five years and had to be introduced to each other, yet each could tell you of enough mean things the other had done in business to fill a good sized book.

Associations have grown against this distrust and resistance. They have been brought down and localized until today we find clubs in most every section comprising a county where the dealers meet three or four times a year, with their feet under the same table, and while breaking bread together they talk over the things which have made for the betterment of the business. The jobbers and manufacturers have formed their associations and clubs and done the same thing until today it is the feeling and purpose of every manufacturer to do

## ATTENTION HARDWARE DEALERS!

The Regular Standard 16 oz. Seamless Bags are very Scarce,  
Present Price on Bale Lots is 75c Each Net Omaha

Can Supply Very Good Substitute Made From  
**Extra Heavy Jute**

Bags of Same Size and Shape as Seamless  
PRICE IS MUCH LOWER

**BEMIS OMAHA BAG COMPANY**  
OMAHA, NEB.



# DEALERS

**Our New  
Sales  
Proposition  
is Ready  
For You**

*Here is your opportunity to hook up with a big, high-powered organization which has, and has had prestige with the farmer for generations.*

## AULTMAN-TAYLOR 15-30 Kerosene Tractors

Will permanently and profitably establish you in the Tractor business. They meet every need of the average farmer. Their big power, advanced features of construction and remarkably low fuel and maintenance costs are the logical result of 50 years experience in designing, manufacturing and successfully marketing labor-saving farm machinery.

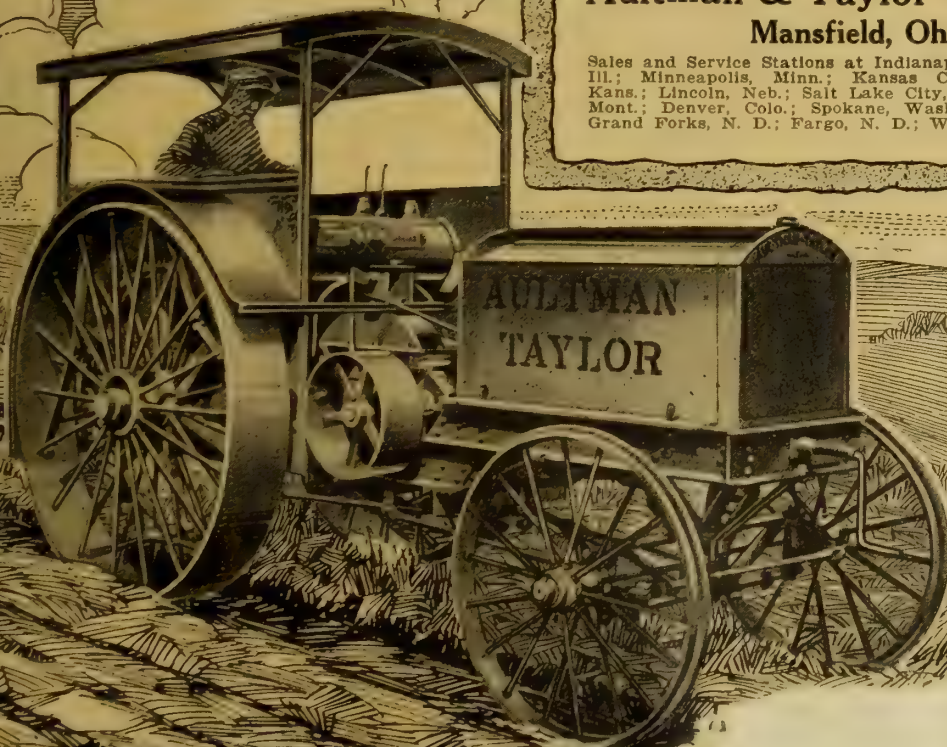
Your knowledge of your local trade conditions and our sales experience combined in a shoulder-to-shoulder campaign will make this tractor the foundation of an assured and profitable Tractor business for you.

An exceptionally successful and extensive advertising campaign covering this Tractor is now in full swing. We want Dealer Representatives to take care of the big business which the campaign is producing.

*This is the biggest opportunity ever offered by a big, nationally known concern. Don't let the opportunity slip by. Write today for our new Dealers' Proposition.*

**Aultman & Taylor Mach. Co.**  
**Mansfield, Ohio**

Sales and Service Stations at Indianapolis, Ind.; Decatur, Ill.; Minneapolis, Minn.; Kansas City, Mo.; Wichita, Kans.; Lincoln, Neb.; Salt Lake City, Utah; Great Falls, Mont.; Denver, Colo.; Spokane, Wash.; Stuttgart, Ark.; Grand Forks, N. D.; Fargo, N. D.; Watertown, S. D.





business only with the reputable and respectable retail dealer.

The class of dealers has improved; so has that of the manufacturers. We all want them to keep on improving until we find ourselves associated with the best and most important business men of the Nation, where we belong, and every man engaged in it should see to it that he, himself, is standing 100 percent with the rest of his associates.

### No Profit in It.

No dealer or manufacturer ever got any paying business by "whipping his competitor to death," by "making liberal allowances for old machines which they took in and junked, and making all kinds of trades to their advantage to get business." Besides, the dealer who possibly could do this in the case referred to in my text, was then establishing a practice which would ruin him as well as his competitor if followed for any length of time and rob the community of two otherwise good dealers, who are very necessary to the best interests of every farming community, and would deprive the manufacturers of the two otherwise good customers.

While much progress has been made by our associations and local clubs, there yet remains among us several of these "machine gun nests." Dealers who are practicing just the sort of business tactics referred to in the text. It will take time to dislodge them; we are winning them over to a great many of the reforms necessary to make our business a decent business and make us more decent business men. With the help of the trade papers, the associations are educating the retail implement dealer to see that it pays to go out and get business in a business way.

In order to be decent dealers, we must each have sold our goods at a margin that will pay our overhead expenses and leave us a legitimate percent for profit. We have all said in our conventions that it paid to treat our competitors fairly along with our customers.

### Just Cause and Lofty Aims.

Dealers are learning that they can sell goods for a profit, if they are salesmen, by talking quality and merit, even when price would fail to get the business. Are we making progress? Slowly but surely, for our cause is just and our aims are lofty. The day has long since passed when a man to be successful must be so at the sacrifice of his neighbors. Men, communities or nations cannot hope to become even successful, much less great, who hold to and practice the doctrine of "frightfulness." We must build to become strong. We cannot hope to become strong financially, socially or morally by gossiping, stealing or quarreling and fighting. Honesty always has been and always will be the best policy.

We as a people are living a new life. This old world has been shaken from center to circumference. Its peoples have been awakened from their repose in self and selfishness and from greed and jealousy. They have nobly responded to the call for righteousness and devotion to the cause of humanity. We are today living for others as we have never lived before and our noble sons are dying that others may live aright. We are not, in our great war energies, trying to whip any nation to death, but to save our Nation, as well as others, from that fate.

Then when a dealer finds himself in a position where he could "whip his competitors" almost to death by doing a lot

of business in an unbusinesslike manner and at the cost to himself of a legitimate profit, which he would be entitled to make as a result of his good judgment in buying, thus preventing himself from investing more dollars in Liberty Bonds, giving more dollars to the Y. M. C. A. and Red Cross and at the same time preventing his competitors from being able to buy Bonds and donate to the Red Cross and Y. M. C. A., he will think more as a man should think that does not have in his heart a desire to make widows and orphans by "whipping his competitors to death," and will reason more after this fashion.

It is true I bought machines before the advance. It was my money which I invested and it was I who took the chance and it will be I and my money that will some day be tied to a bunch of machines that are on the down grade rather than the up grade and we will both be slipping. I am entitled to price my goods at the present market price and to get that price, for when the market is receding I will have to take the market price. I can sell all of my machines at what they are worth. My competitor can sell all that he has bought. We will both be getting no more than is ours by rights and no more than other business men in other lines are getting.

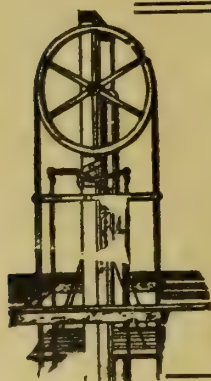
### It Can Be Done.

I want my competitor to stay and get all the business he can after I get mine by business methods and on a reasonable basis, as all other business is done. This includes the farmer, who always demands the top market price, even though he may be getting a 200 percent margin on some of the products he is marketing. I can't any more whip my competitor to death by trading new binders for junk and making all kinds of trades to get business than the Hun who started in to whip the world into subjection by getting its soldiers also killed off.

Is business being done this way any place on earth, do you ask? Yes, in southwestern Iowa. With the exception of not to exceed three of the scrappy kind, all dealers are working along this line. Even these three are seeing that it pays them to be decent and are getting more decent every day.

Let's hope that managers and travelers will not spread such propaganda as is expressed in our text. We implore them to assist us in our effort and bless us with their hearty cooperation.

H. E. RALSTON, Sr.



## KIMBALL ELEVATORS

PASSENGER AND FREIGHT

Belt, Electric or Hand Power

Especially for implement houses and garages.

Also automatic gates and dumb waiters.

**KIMBALL BROS. CO.**

1200 9th St., Council Bluffs, Ia.

#### AGENTS

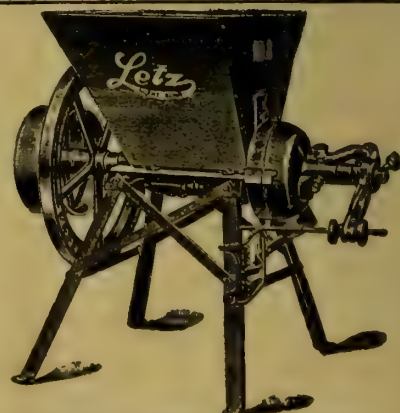
Gus Tallafarro, 202 Scott-Thompson Bldg., Oklahoma City.  
G. S. Montgomery, 604 Broadway St., Kansas City, Mo.  
Western Engineering & Specialties Co., Denver, Colo.  
Wm. Waterous, Salt Lake City, Utah.



## LETZ FEED GRINDERS

Write for Catalog of New Types

Underland Machinery  
Supply Company  
"Supply People"—Omaha



BOILER TUBES, SAW OUTFITS





# LET'S ALL GET TOGETHER

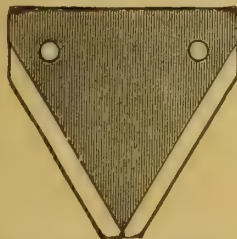
At the Big Omaha Convention to be held  
Nov. 13th, 14th, and 15th

## COME AND SEE US

Get a better understanding. Take some good information home with you.

## OUR LINE OF

Mower and Binder Cutting Parts, Singletrees, Wagon Boxes, End Gates Spring Seats, Shoveling Boards,

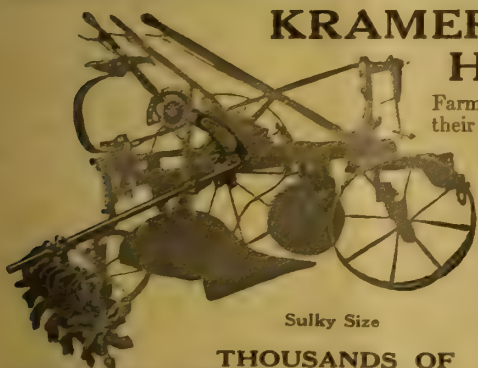


Thresher Supplies, Hardware Specialties and Implement Supplies will be on display. LOOK US UP.

**R. HERSHEY MANUFACTURING CO.** :: Omaha, Nebr.  
*Main Office and Factories—PEORIA, ILL.*



## KRAMER Rotary Harrows—



Sulky Size

Farmers can now prepare their fields for seeding in one operation with this wonderful machine. It discs, harrows and levels at the same time, right behind the plow. Greatest labor-saving farm machine ever invented. The sale of Kramers in 1910 will be the biggest in history.

**THOUSANDS OF SATISFIED USERS**—tell about labor, time and money saved. **Dealers Should Prepare Now For The Demand**

## EAGLE STRAW SPREADERS—

This is a machine that stays sold. Every dealer can recommend an Eagle Straw Spreader to his customers with the assurance that it will pay for itself. Spreading of straw is endorsed by all agricultural experts. The "Eagle" attaches to any wagon—drives and travels on its own wheels. It is a spreader you should sell. Ask for Literature on the **KRAMER** and **EAGLE** line.

**LININGER IMPL'T CO.**  
West'n. Dist'b'tes  
Omaha, Neb.

**KRAMER**  
Rotary  
Harrow Co.  
Morton, Ill.  
Manufact'rs



Members of Midwest Implement Dealers' Association

## HOTEL CASTLE

16th Street at Jones  
**OMAHA**

It is just one block from Official Headquarters during your Convention here.

It is a Hotel of 300 Comfortable Fireproof Rooms.

### ITS RATES

Room, with private Toilet, Single.....	\$1.00
Room, with Private Toilet, Double.....	1.50
Room, with Private Bath, Single.....	\$1.50 and 1.75
Room, with Private Bath, Double.....	2.50 and 2.75

### ALWAYS THE SAME

You will appreciate its Style of Hospitality—and Wonder at the Values Received. It Respectfully Invites your Patronage.

**FRED A. CASTLE, Prop. and Mgr.**





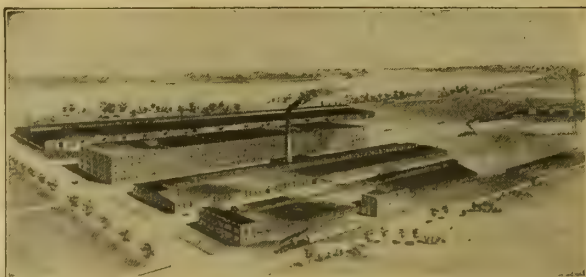
## The One Best Line for The One Best Dealer



**DEERE & CO. PLOW FACTORY**  
Moline, Illinois  
Steel Plows, Tractor Plows, Cultivators and Harrows



**JOHN DEERE WAGON WORKS**  
Moline, Illinois  
Farm and Mountain Wagons, Trucks and Teaming Gears



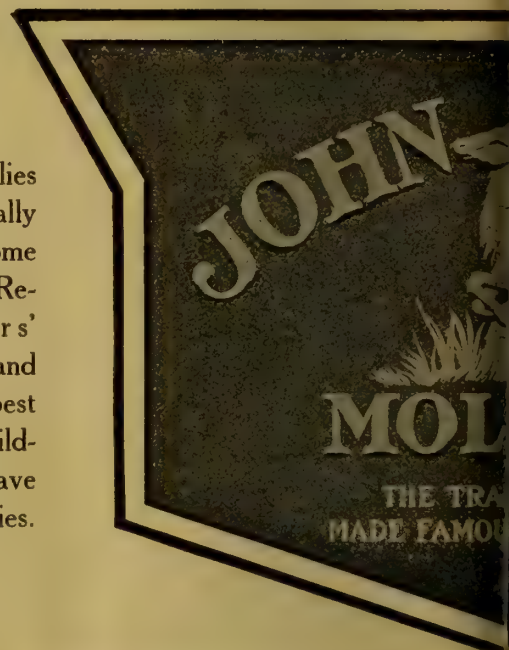
**MARSEILLES WORKS**  
East Moline, Illinois  
Manure Spreaders, Corn Shellers, Grain Elevators,  
Wagon Dumps

# JOHN DEERE

Every Implement, Each a Leader in It's Field, Bearing

The latest addition to the chain of John Deere factories  
floor will be displayed the Waterloo Boy Kerosene

Dealers, their families and friends are cordially invited to visit our home during the week of the Retail Implement Dealers' Convention. Come in and inspect the largest, best equipped implement building in the world. We have a rest room for the ladies.



**DAIN MFG. CO. HAY TOOL FACTORY**  
Ottumwa, Iowa  
Hay Loaders, Stackers, Rakes, Presses and Kaffir Headers

# JOHN DEERE

## OMAHA



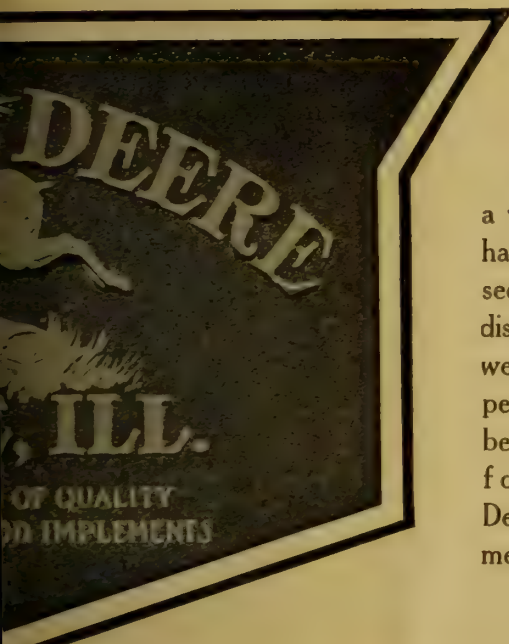




# FACTORIES

John Deere Trade Mark is Made in a John Deere Factory

Waterloo Gasoline Engine Company. On our sample Tractor and a full line of Waterloo Boy Engines.



On our sample floor—a whole block long and a half block wide, you can see the largest and finest display of farm implements we have ever shown. Competent representatives will be on hand to give full information about John Deere quality farm implements.

The One Best Dealer  
for  
The One Best Line



**DEERE & MANSUR WORKS**  
Moline, Illinois  
Corn Planters, Cotton Planters, Disc Harrows and  
Beet Tools



**JOHN DEERE HARVESTER WORKS**  
East Moline, Illinois  
Grain Binders, Corn Binders, Mowers and Rakes



**RELIANCE BUGGY CO. FACTORY**  
St. Louis, Mo.  
Buggies and Spring Wagons



**VAN BRUNT MFG. CO. FACTORY**  
Horicon, Wisconsin  
Grain Drills and Seeders of All Kinds

# OW COMPANY

## SIOUX FALLS

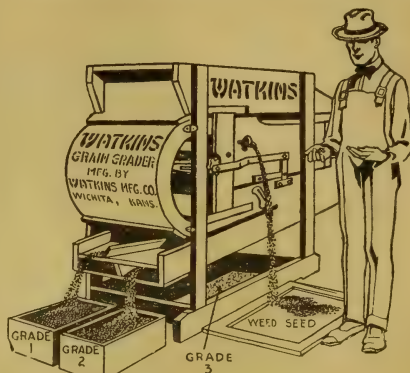






# *The* Watkins Grain and Seed Grader

Don't  
Plant  
Inferior  
Seed



Don't  
Sell  
Dirty  
Grain

"THE MILLION DOLLAR MACHINE."

## The Great Money Making Farm Machine

*Increases Yields*

*Prevents Dockage*

*Saves Valuable Feed*

*Separates Mixed Grains*

- ➡ Enables the farmer to follow the recommendations of Federal and State Agricultural authorities.
- ➡ The best built, most durable and most successful grader and cleaner on the market.
- ➡ Don't fail to see demonstration of this wonderful machine on our sample floor during the coming convention.

*Manufactured by The Watkins Manufacturing Co., Wichita, Kansas*

## John Deere Plow Company

*General Western Agents*

**Omaha**

**Sioux Falls.**





# A Survey of the Year in Omaha

THIS has been a big year with the implement men, as it has with manufacturers and jobbers in other lines. New problems have had to be faced and new and knotty questions solved. This has not been a year of hit or miss, for the Food Administration has had something to say about the selection and sale of seed wheat, has had something to say about the inspection, repair and sale of farm machinery, and has even dictated what threshing machine might and might not undertake the job of threshing.

The Government has dictated the amount of steel available for the building of farm machinery. The transportation facilities, long in the hands in scores of railway corporations, passed into the hands of the Federal Government, and new regulations of transportation came. "Sailing dates" were instituted, so that the jobber must look to his schedule and consult Uncle Sam to learn whether he may ship his carload of binders, elevators or shellers via the Burlington, the Northwestern, the Rock Island or the Missouri Pacific. Not

only that, but he must consult a chart to learn what day he will be permitted to ship these goods.

Yes, great changes have come about, but no class of business men have yielded more willingly to all the regulations, as long as they seemed directed intelligently, than have the implement men.

Schools for the purpose of teaching city boys the fundamentals of the use of farm machinery were established to help bring up the supply of available man power for the farm in the war emergency.

National Inspection and Repair Week was instituted by the Government to encourage the early putting into condition of farm operating equipment in order that no time might be lost or delay occasioned in getting the farm work of food production under way in the spring.

Following is a brief summary of some of the important events in implement circles in the Omaha territory during the past year:

## January.

Lyman E. Fellows, for many years in the implement business at DeSmet, S.

D., died at Draper, in western South Dakota.

King Clark, assistant manager of the International Harvester Co., who had recently returned from Russia, talked on conditions in Russia at the annual meeting of the Omaha & Council Bluffs Implement & Vehicle Club.

The International Harvester Co. held a tractor school in western Iowa which was attended by owners, farmers and dealers at Creston, Clarinda, Shenandoah and Cumberland, Ia.

The Emerson-Brantingham Implement Co. conducted a tractor school in the new home of the company at Omaha with representatives of the Hyatt Roller Bearing Co. and of the K. W. Magneto Co. to aid in the demonstrations.

## February.

The Association Mfg. Co. completed a large new addition to its plant at Waterloo, Ia., and installed the latest machinery.

Morris Anderson, formerly connected with the International Harvester Co., joined the field courses of the Associated Mfg. Co.

The Nebraska Railway Commission notified the district director general of railroads at Chicago that 150 freight cars daily at Omaha for five weeks would be required to move the 50,000,000 bushels of soft corn from Nebraska to southern and western feeders.

## RELIANCE PITLESS SCALES



Reliable, accurate, substantial. Made in all standard capacities and sizes of platform for farm and city use. Protected bearings, solid steel frame with locked joint corners, structural steel "I" beam floor joists—all parts heavy and substantial.

THERE IS MONEY IN THE SALE OF THEM  
**JOHN DEERE PLOW CO.**

OMAHA

SIoux FALLS



The Nash Sales Co., which formerly occupied part of the John Deere building, moved into the building vacated by the McCaffrey Motor Car Co.

T. E. Wadsworth of the credit department of the John Deere Plow Co. joined the signal corps and went to Atlanta, Ga.

### March.

Dealers began to show concern about getting stocks of goods, especially those who had not had the foresight to lay in stocks as early as January and February.

Car shortage was a big problem in transportation of farm machinery for the spring needs.

The Nebraska Farm Equipment Association in a meeting at Lincoln, went on record enthusiastically in favor of the power farming idea with but one dissenting voice.

W. S. Austin, manager of the credit department of Fairbanks, Morse & Co. in Omaha, was injured in a train wreck at Holdrege, Neb.

The Omaha branch of the Associated Manufacturers Co. added the territory which includes the entire state of Colorado.

The grand opening of Sibbert-Reimers Co. was held at Denison, Ia.

The Auto Power & Malleable Mfg. Co. increased its capital stock from \$75,000 to \$500,000.

The T. G. Northwall Co. added the line of hay tools manufactured by the Jenkins Hay Rake & Stacker Co.

National Inspection and Repair Week, instituted by the Federal Food Administration, stimulated the repair business and resulted in early orders.

### April.

Ned Aitchison, formerly of the Omaha staff of the Implement & Tractor Trade Journal, was inducted into service at Camp Funston.

The John Deere Plow Co. encouraged war gardens among its employees by furnishing free garden seed to all.

Secretary James Wallace of the Mid-West Retail Implement Dealers' Association reported thirty-five new members of the association enrolled during March.

Willard D. Hosford of the John Deere Plow Co. went to Chicago as a delegate for the Chamber of Commerce to the annual convention of the Chamber of Commerce of the United States.

The Avery Co. placed some of their tractors at the disposal of Omaha people who wanted to plow war gardens, and the tractors were kept busy for some weeks plowing up back yards.

L. E. and L. M. Anthony, brothers, both employed with Hooven & Allison Co., went into training at Fort Logan, Colo.

Flying Cadet Donald Kloke of Omaha was drowned off San Diego, Cal.

The Mid-West Retail Implement Dealers' Association bought \$1,100 worth of Liberty Bonds of the third issue.

### June.

The State Association of Commercial Clubs held its annual meeting at Alliance, Neb., and had much discussion about the rapid development of the potash industry in Nebraska.

B. F. Avery & Sons Plow Co. established a branch in Omaha, with C. J. Bullock as manager.

R. H. Parrott, manager for the Oliver Chilled Plow Works at Omaha, was made district sales manager with the branches at Omaha, Minneapolis, and Portland, Ore., under him; G. A. Bartholomew, formerly assistant to Mr. Parrott, was made manager for the Omaha branch.

William Foster, bill clerk for the T. G. Northwall Co., went to Valparaiso, Ind., to enter training as a motor truck driver in the army.

### July.

After six years of work as head bookkeeper for the Parlin & Orendorff Plow Co. in Omaha, Frank Jarosch began military training at Camp Funston.

P. G. Cunningham, eighteen years a resident of Nebraska and traveler for the Pioneer Implement Co., and the Lininger Implement Co., accepted a position with the Dunham Co., Cleveland, O.

Omaha turned out with a rousing parade as a send-off for 1,100 drafted men, who started for Camp Funston.

C. W. Pugsley, director of the extension service of the University of Nebraska, resigned that place and accepted the editorship of the Nebraska Farmer at Lincoln.

### August.

Reports of the condition of the wheat crop throughout this entire territory were very pleasing in August.

The Anderson Hart-Parr Tractor Co., at Sidney, Neb., contracted with the Oliver Chilled Plow Works for 100 8 and 10-foot tandem disks, 50 drills and 200 breaker bottoms, which was said to be the largest single order for tractor tools ever signed in the west.

"Sailing dates" for shipments of goods were definitely inaugurated by Government order in Omaha.

More than 60 combination threshers and harvesters were sold in western Nebraska during the harvest season.

Frank R. Bumpus, who succeeded Walter J. Roseberry as editor and manager at the Omaha office of the Implement & Tractor Trade Journal, entered training at St. Paul, Neb., in one of Uncle Sam's aviation ground schools, and was succeeded at the Omaha office by A. E. Long, for six years connected with the daily papers of Omaha.

### September.

The fall was one of the driest ever known in Nebraska, and the seeding of fall wheat was greatly hampered.

The Nebraska State Fair was an unqualified success and the machinery exhibit was an exceptionally large and representative one.

Much corn in some parts of the state was cut for fodder, and the demand for corn binders was stimulated.

### October.

Space in the Omaha auditorium for the Mid-West Implement show sold exceptionally fast.

Omaha and Nebraska made huge preparations for the Fourth Liberty Loan drive, and put it over with about \$1,000,000 to spare.

Fewer dealers than ever before appeared in Omaha during Ak-sar-ben week because they are so short handed at home that they could not make the trip for Ak-sar-ben and for the Mid-West show also.

A boys' working reserve for help on the farms was formed in Nebraska.

Fred N. Davis, formerly with the Parlin & Orendorff Plow Co., Omaha, and once assistant manager of the Nebraska Moline Plow Co., was made assistant to Manager Bullock of the B. F. Avery & Sons Plow Co., Omaha.

The Badger Mfg. Co. succeeded E. Childrens & Sons Mfg. Co., Council Bluffs, Ia.

The Stover Mfg. & Engine Co. joined the Omaha & Council Bluffs Implement & Vehicle Club.

The Joel Turney Co., Fairfield, Ia., resumed operations in the new plant just completed to take the place of the old one destroyed by fire.

The Acme Harvesting Machine Co. moved from 1217 Leavenworth street to new quarters in the Sterling building on Tenth street.

A. E. Ward and Hugh Lynch, both of the force of the Nebraska Moline Plow Co., died the same week at their respective homes in Council Bluffs, Ia., and Lincoln, Neb.

W. A. Haydon, manager for the Omaha branch of the Stover Mfg. & Engine Co., Omaha branch, died of Spanish influenza at Mercy hospital in Council Bluffs.

C. M. Liggitt of Hebron died of Spanish influenza.

Herman Freeson, old-time dealer at Fairbury, died of Spanish influenza.

### Better Use Both.

Tom—"I am looking for a small man with one eye."

Jack—"Well, if he is very small I think you had better look for him with two eyes."—Boy's Life.

## HOTEL LOYAL

At the Sign of the Red Arrow

## O-M-A-H-A

European Fireproof

16th and Capitol Ave.

Take Dodge Street Car

Make Reservations at Once for Mid-West Implement Dealers' Convention

The Home of the  
Omaha and Council Bluffs  
Implement Club

A beautiful up-to-date commercial hotel, embracing every comfort-giving feature, offering a real home to its guests.

Rates—Without bath \$1.00 and up.  
With bath \$1.50 and up.

NOV. 13, 14, 15

R. E. BRYANT O. E. CARNEY  
Proprietors



# INDEPENDENT HARVESTER COMPANY, Ltd.

PLANO, ILLINOIS

Manufacture a full line of Agricultural Implements, and distribute from the following Branches and Warehouses:

Des Moines, Iowa  
Minneapolis, Minn.  
Kansas City, Mo.  
Lincoln, Neb.  
Wichita, Kansas  
Fargo, N. Dakota

Oklahoma City, Okla.  
Billings, Mont.  
Aberdeen, S. Dakota  
Madison, Wisconsin  
Sioux Falls, S. Dak.  
Great Falls, Mont.

Peoria, Ill.

OUR PRICES WILL SAVE YOU MONEY—WRITE US

**Independent Harvester Co., Ltd.**

Plano, Illinois

Opened September 15th, 1918

## HOTEL CONANT



Omaha  
Welcomes You  
Newest—Most  
Conveniently  
Located

**250** ROOMS  
BATHS

Rates \$2.50 and Down  
\$2.50, \$2.25, \$2.00,  
\$1.75, \$1.50

50 Rooms with Bath, \$2.50  
100 Rooms with bath,  
\$2.00 and \$2.25  
100 Rooms with Bath,  
\$1.50 and \$1.75

16th and Harney Streets

The Cooperative Tractor Catalog gives specifications and illustrations of all Tractors. Free to Subscribers. 52 Issues .....\$2.00

## At Your Service

*The Challenge Line*

Windmills	Feed Grinders
Pumps	Shellers
Cylinders	Wood Saws
Tanks	Gas Engines
King Washing Machines	
Bloom Manure Spreaders	

Most good dealers handle some part of the  
*Well Known Challenge Line*

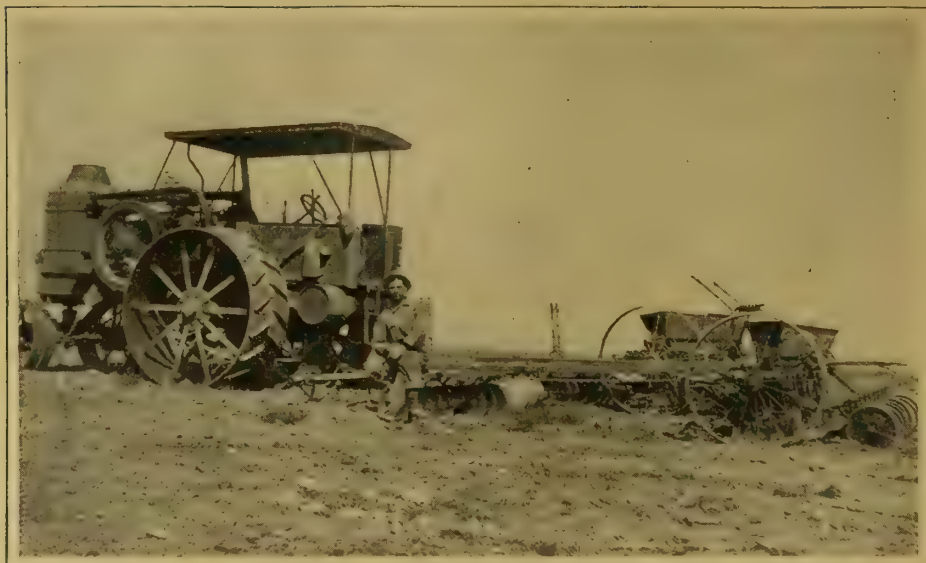
If you do or if you don't, this is a cordial invitation  
to *Visit Us*  
during the Convention, or at any other time.

**Challenge Company, Omaha, Neb.**

916 Farnam Street

Auditorium Booths 7 and 8





## A Nebraska Farmer Who Believes in Making His Tractor Work for Its Living

A Humphrey, Neb., man, H. C. Lachnit, who farms large tracts of ground in Kimball and Chase counties, is a great believer in power farming, and he believes that the tractor should be made to pull a big load.

The accompanying illustration shows Mr. Lachnit stopping a moment for the camera in the middle of a 450-acre field in Chase county where he double disked, drilled and packed 450 acres of wheat ground in 9½ days with his Rumely Oil-Pull tractor.

This tractor has 30-hp. on the draw bar. Mr. Lachnit here is pulling two 10-foot double gang disk harrows, two 10-foot drills, followed by two 10-foot packers. A little summarizing in the mind will reveal the fact that he is giving his ground a thorough working over, seeding, and packing with a single stroke and cutting a wide swath with every time across the field.

"With that outfit we traveled at an average rate of two and one-half miles an hour," said Mr. Lachnit, "and we averaged 50 acres a day for the nine and one-half working days we were at it.

"I believe in putting a heavy load on a tractor. If I can't load her down and make her work I don't want a tractor, but I can make her take the load and do it nicely."

This same tractor broke all of this 450 acres of raw prairie for the owner last year. He used ten bottoms in breaking behind the tractor. Not only that, but he pulled a 1,000-pound roller along behind the gangs to roll the sod down smoothly so that it might

rot better and be in shape for the fall seeding. He is a great believer in the heavy roller to bring new sod into shape quickly.

"It smooths it down and packs it so that the sod will rot quickly and not start to grow again," he said. "It also makes it solid enough and tight enough to retain the moisture during the summer. After the roller has gone over the field, the sod is smoothed down like a carpet, and the first rain that comes along seals the seams with mud and dirt so that the moisture will not be dried out by the wind.

"Even though it was dry during the summer, when we began disking to put in the wheat this fall I found that new ground was just as moist as it could be four inches below the surface."

### Faith in Hog Waterers.

The farmer who has not yet got reconciled to the use of patent hog



PUZZLE: FIND THE AUTOMOBILE

waterers and hog feeders, might get some pointers through a brief con-

versation with V. K. Bartak of Ewing, Holt County, Neb.

One of Mr. Bartak's prize swine never drank water or ate from anything but patent hog waterers and feeders. This splendid specimen is a thoroughbred Hampshire, is 25 months old, and weighs 907½ pounds.

"Yes, and I will make him weigh a thousand in another six months," said Mr. Bartak. "He's got it in him, and I've got the equipment and facilities here for making him go his best."

Mr. Bartak raises thoroughbreds on a large scale, and for many years has not been without his galvanized patent hog waterers, and patent feeders. He believes that for hogs to be at their best all the time, they must have a constant supply of fresh clean water as they get only in the patent waterer, and a steady supply of clean grain which is assured them only by the patent feeders from which they nibble the clean grain at any time, instead of digging it out of the mud when thrown on the ground.

### Iowa Calling for Elevators.

With the corn crop running very spotted this year, there was no place in the mid-west territory where the crop was heavier or where there was a more insistent demand for the tools of corn picking time, than in north-western Iowa. This is the territory lying north of Sioux City and extending 100 miles east of that place.

Council Bluffs houses had a constant stream of orders for elevators, shellers, engines, shoveling boards, and the rest of the equipment that goes with the season.

"We have one customer up in that part of the state," said A. E. Waugh, manager for the Sandwich Mfg. Co., Council Bluffs, "who always orders his grain elevators by the carload. Not only that, but he does not even specify the number of each size that he wants. He just sends in his order like this, 'Send me another car of elevators mixed like the last one.' So we make him up a carload of elevators assorted, as one might say, and send them out to him, and in a few weeks he will close them out and call for more."

### Experienced Help Available.

Farmers of Seward county are seeking corn husking in other counties. Seward county was hard hit by the drouth, and there will be a period from the middle of October on when farmers of that county offer to help shuck the corn where there was no drouth. Address H. P. Rigdon, county agent, Seward, Neb.



# Get Acquainted With the **STOVER Line** *For 1919*

Stover Feed Mills  
Stover Samson Windmills  
Stover Ideal Towers  
Stover Good Engine

Stover Wood Saw Outfits  
Stover Pump Jacks  
Stover Ensilage Cutters  
Stover Alfalfa Comminuter

Stove and Furnace Trimmings  
Washing Machines  
Pulleys, Pliers, Pincers

Also a complete line of Builders' Hardware, Shelf Hardware, Hardware Specialties and Gray Iron, Brass and Aluminum Castings.

Fireplace Fixtures  
Mop Sticks  
Waffle and Wafer Irons

## The Line That's Half Sold Before You Place It On Your Floor

Through more than half a century of increasing and unparalleled success and steadily spreading popularity the Stover Line has acquired a Sales impetus which makes it move with little effort on the part of our dealers.

We offer you a line whose very name inspires confidence among farmers in every section of the country

and which maintains supremacy through proven merit—and which is being backed up by a strong advertising campaign.

Our dealer representation is not as complete in some sections as necessary to handle the volume of inquiries. Get lined up with these strong sellers.

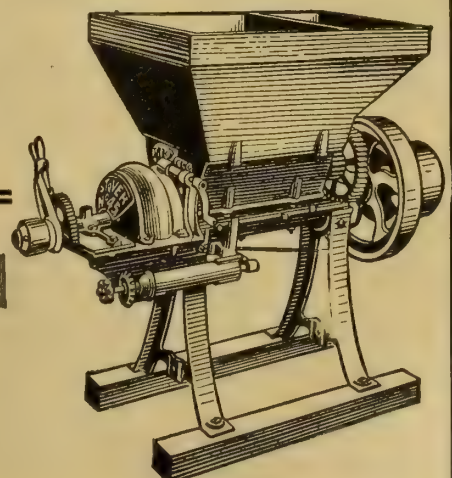
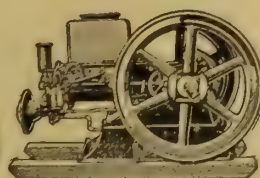
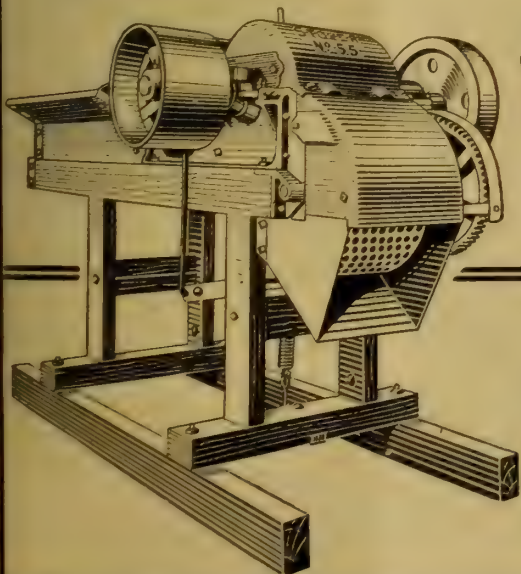
## While at the Convention *Visit Our Exhibit at the Coliseum*

Make your headquarters there and at our Omaha Branch house at 10th and Jones Sts. The boys will be delighted to give you the glad hand and make you feel at home and, if you so desire, to have you talk over the Stover 1919 Propositions while you're in town.

### STOVER MFG. & ENGINE CO.

FREEPORT, ILL.

OMAHA BRANCH, 10th and Jones Sts.





# An Ex-Soldier Operates a Tractor

The tractor demonstration at the Cuyahoga County Fair, Ohio, held Sept. 25, was the means of demon-

strating the usefulness of wounded soldiers after the war.

Ronald H. Gordon-Ross, who re-

cently returned to this country after being severely wounded while fighting in France with the Canadian Expeditionary Forces, drove an E-B 12-20 Model AA tractor through the entire demonstration.

Mr. Gordon-Ross has a metal knee cap and pieces of metal substitute for bone in his left leg which had to be removed after being hit by a shell. He had never seen an E-B tractor until he was on the field that day, and after getting the land laid out, he was instructed with its operation, and went through the demonstration without any difficulty, demonstrating that crippled soldiers would be able to make good in operating tractors and other farm machinery, and finish a life of usefulness.

Mr. Gordon-Ross is now connected with the Distributors Motor Sales Co. as salesman.



THOUGH WOUNDED IN THE WAR, R. H. GORDON-ROSS DEMONSTRATES HIS LINE

## To Advise Draft Boards.

E. P. Brown of Davey is agricultural adviser for district draft board No. 2, and O. G. Smith of Kearney is adviser for board No. 1. These men advise the appeal boards relative to claims for deferred classification made by farmers and others engaged in necessary agricultural occupations.

# EQUIPPED TO SERVE

The Implement & Tractor Trade Journal is the best equipped publication to serve the tractor, truck and farm equipment industry and trade field.

It is located in the very heart of the market. Its columns register the pulse beat of the trade. Printed in weekly editions, it is able to give real constructive and timely aid when problems and emergencies develop. The circulation reaches all tractor builders and the influential dealers and jobbers of the west.

The Implement & Tractor Trade Journal was the first paper to change its name by including the word "Tractor."

The first to use art covers in colors.

The only publication in its class distinguished by art covers every issue in the year.

The first publication to compile and publish a book of tractor data. The acknowledged leader in this class of service. The only publication that maintains a real dealer's service department that successfully handles 4,000 important problems annually.

Manufacturers interested in the field we serve will be given complete information upon request. Subscription rates are two dollars per year in advance.

**Implement & Tractor  
Trade Journal**





The Only Weekly Farm Paper Published in Nebraska

## What Do You Say?

WHEN Mr. Jones, of the A. B. C. Company, asks you to handle the A.B.C. line for reasons so-and-so, and "because the A.B.C. line is being widely advertised," what do you say to Mr. Jones?

IF I were a Nebraska dealer, I would say: "Mr. Jones, how much of your company's advertising is going to appear in farm papers? 75% of my customers are farmers. The advertising you place in city magazines doesn't help me. My customers, generally, have neither the time nor the inclination to read the magazines. They read farm papers. Give us dealers in agricultural sections like Nebraska some farm paper advertising! Put us on a par with your dealers in the cities. We need your advertising as much as they do. When you use only the city magazines and don't use the farm papers that reach our customers, you are not giving us a square deal. You are doing everything for the other fellow though we merchants in smaller towns are probably selling 75% of your factory's output."

PUT it up to the salesman. And insist that he put it up to the house. Ask your farmer customers what publications they read, and which one is their favorite. Then insist that your manufacturers place a part of their advertising in that paper.

THE NEBRASKA FARMER (with which Twentieth Century Farmer was consolidated in June) has the largest circulation in Nebraska of any paper published. It is the only weekly farm paper in the state. Investigation will prove to you, if you do not already know, that it is read by practically all the better farmers in Nebraska, Western Iowa and nearby counties of other adjacent states.

MANUFACTURERS who advertise in *The Nebraska Farmer* are developing new business for every dealer in the Lincoln and Omaha trade territory who handles their lines. They are giving their dealers in this territory the strongest possible sales co-operation. More manufacturers will do likewise if more good dealers will study the advertising situation and then demand the use of the medium that actually reaches their customers.

S. R. McKelvie, *Publisher*

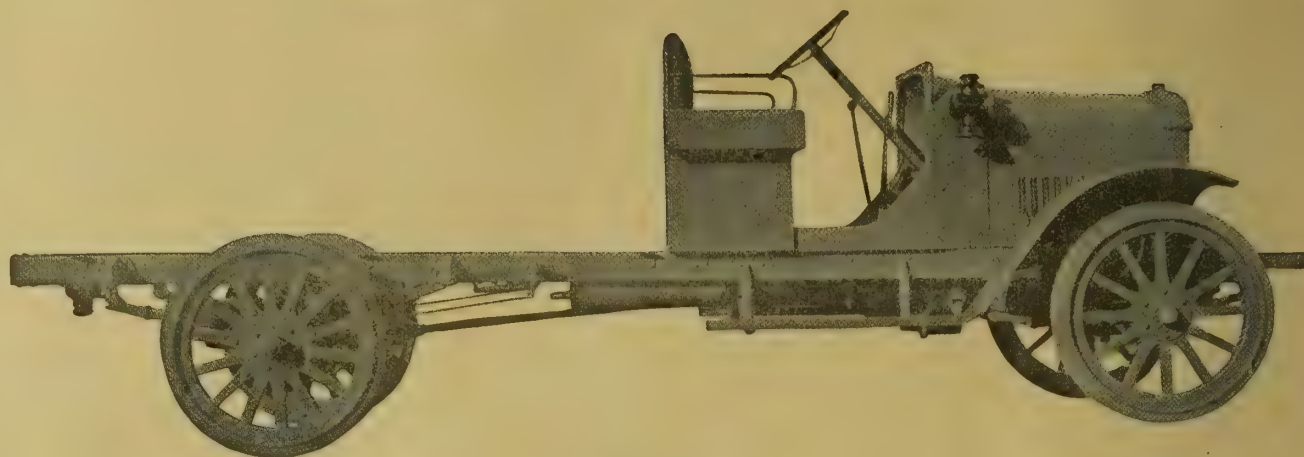
**THE NEBRASKA FARMER**

*Nebraska's Real Farm Paper*

LINCOLN



# Stewart



STEWART 1 TON.

## A Size Truck For Every Farmer's Requirement

That's what the Stewart line of quality trucks offer the implement and tractor dealer. It means that you do not have to sell the farmer a size he does not prefer. You can forget "size," let the farmer regulate that and concentrate all selling force on the superiorities of the Stewart truck. Half the selling resistance is eliminated right there. When your customer is convinced the Stewart is THE truck, he can select from  $\frac{3}{4}$  ton, 1 ton,  $1\frac{1}{2}$  ton, 2 ton or  $3\frac{1}{2}$  ton sizes.

### CHASSIS PRICE

$\frac{3}{4}$ Ton.....	\$ 950.00
1 Ton.....	1575.00
$1\frac{1}{2}$ Ton.....	1975.00
2 Ton.....	2575.00

F. O. B.—Buffalo, N. Y.

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## SECURITY MOTOR CO.

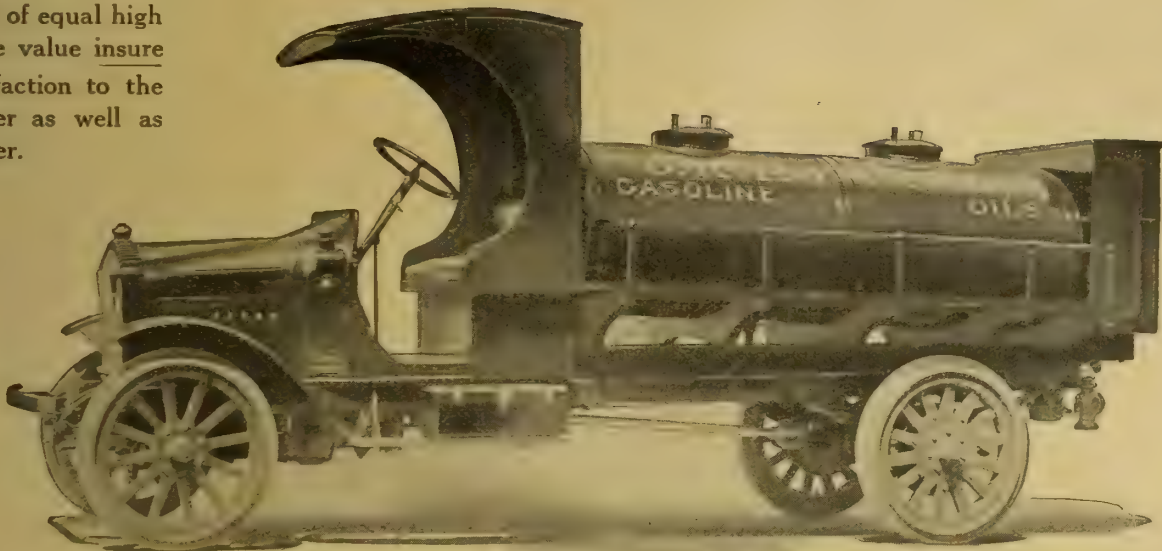
1507 McGee Street

KANSAS CITY, - MISSOURI



Standard units such as Red Seal Continental Motors—Clark (Celfor) External drive axles and all other units of equal high grade value insure satisfaction to the Owner as well as Dealer.

# Stewart



STEWART 1½ TON.

## A Chance To Land Every Truck Prospect

The auto trade is curtailed. Live dealers find that selling tractors helps sell trucks and vice versa. Combine the two lines and you can lead the field. But be sure and select the quality line which offers the sale of a truck for every farm requirement. This gives you a big chance to land EVERY prospect. The Stewart line opens up this big trade opportunity.

### CHASSIS PRICE

¾ Ton.....	\$ 950.00
1 Ton.....	1575.00
1½ Ton.....	1975.00
2 Ton.....	2575.00

F. O. B.—Buffalo, N. Y.

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## SECURITY MOTOR CO.

1507 McGee Street

KANSAS CITY, - MISSOURI



### Land Bank Boon to Farmers.

The prosperity of farmers in Nebraska, Iowa, and the middle west has been greatly aided during the last year by a Government institution in Omaha which has made it much easier for farmers to borrow money than in the past, and has furnished them a rate of interest so low that paying at the rate they have formerly paid loan and trust companies, they are now not only paying their interest but are gradually meeting the principal as well.

This is the Federal Land Bank of Omaha, scarcely more than a year and a half old. The Federal farm loan act made it possible for every farmer to have a home as well as a farm. The National Government has provided this system which enables the farmer to sell his farm mortgage in the best market in the world.

Iowa, Nebraska, South Dakota, and Wyoming farmers have borrowed more than \$15,000,000 of this institution in the past year, and are rapidly borrowing more.

"Not in a spirit of boastfulness, but viewing prospective business in the light of past experience," said President D. P. Hogan of the Federal Land Bank of Omaha, "I would say that the Federal Land Bank will be the largest financial institution in Omaha

within a short time. One year ago we had very little business. Today our books show closed loans amounting to more than \$15,000,000. We have more reasons to hope for totals of \$50,000,000 within another year, than we had of \$15,000,000 one year ago.

"A year ago the system was largely untried. Today it is fully established. Our bonds sell readily and furnish us with abundant funds. The farmers have tried our system and find that it fully meets their needs. One year ago the local bankers doubted the practicability of our system, and many of them were antagonistic. Now they are our most enthusiastic boosters. They find that we handle the business promptly and efficiently and they write their brother bankers to that effect.

"Bankers write us daily for blanks and instructions for organizing national farm loan associations in their localities, so that their customers may have the benefits of the act.

"Funds are obtained by selling bonds issued under the authority and supervision of the United States Treasury and are loaned to farmers at actual cost. The farmer borrowers, through their local associations, become owners of the capital stock of the Federal

Land Bank and all net earnings are returned to them in dividends. The land bank is now earning a good dividend."

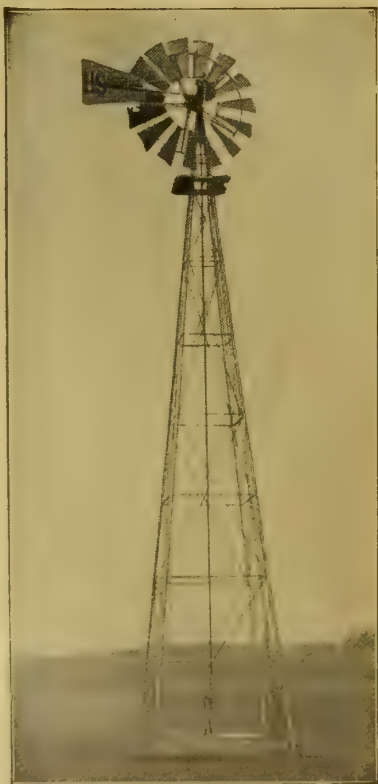
### Potato Quality Questioned.

In order to settle for all time the claim that Nebraska potatoes are of inferior keeping qualities to those raised in other states, Gurdon W. Wattles, Federal food administrator for Nebraska, will have a scientific investigation made of the quality of potatoes raised in this state. He is also having an examination made of the books of dealers in potatoes to see that there is no profiteering in this commodity.

His decision followed a conference with potato growers and dealers of the state, during which dealers declared Nebraska potatoes were not of as good quality as others. He is also investigating the reports that abnormal profits are being taken by dealers.

"If the reports coming to me are true, there is too great a spread between the price paid to producers and that paid by consumers. The margins will be lessened," he said.

After his investigation started, potatoes dropped one cent a pound in the Omaha market.



**U. S. Wind Engine & Pump Co.**  
BATAVIA, ILLS.

## Modern Stock Growers Use "U. S." Windmills, Pumps and Tank Heaters

to insure a constant supply of fresh water in tanks that *cannot freeze*

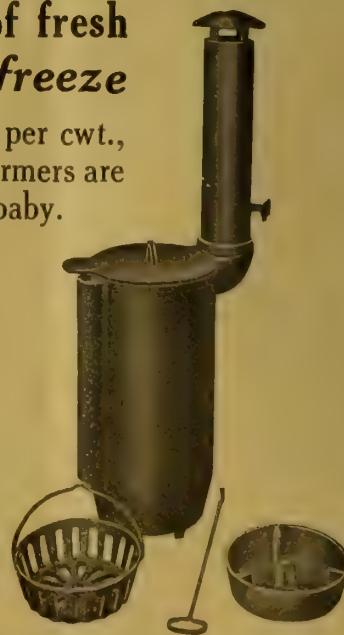
With the cattle market crowding \$20 per cwt., and with hogs already past that mark, farmers are giving their stock the tender care of a baby.

It is right that they should. It helps Uncle Sam's food supply, and that helps win the war.

U. S. "Artic" Tank Heaters are doing the job on thousands of farms, taking the chill off the water so that high priced feed goes farther.

If you are not prepared to supply U. S. Tank Heaters, Windmills, and the rest of this popular line when the modern farmer calls for them, he will go where they are kept.

Look our line over during the Mid-West Implement Dealers' Convention in Omaha November 13-15.



**U. S. Supply Co.**  
OMAHA, NEB.

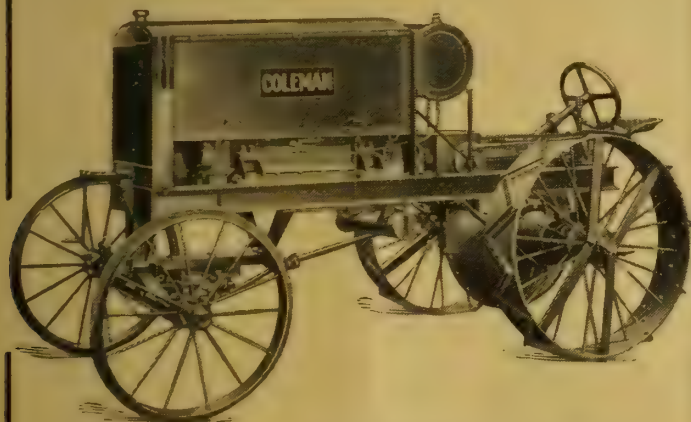
**U. S. Water & Steam Supply Co.**  
KANSAS CITY, MO.



# COLEMAN

## The Worm-Drive Tractor

Here is the tractor that has achieved success because it answers the needs of the average farmer with the utmost efficiency and greatest practical economy. The worm-drive cuts out all machine-wearing and fuel-consuming friction. The power loss which occurs when power is transmitted indirectly is avoided. With no other construction but the worm-drive is it possible to get such direct power transmission.



Farmers appreciate the simplicity of the Coleman Tractor. They appreciate the fewer parts, the less liability to need repairs and require adjustments. The Coleman is the practical tractor and it appeals to practical farmers. No freak ideas. Climax motor. Burns cheap Kerosene. 30 H-P at belt; 16 H-P at draw-bar.

### A Few More Dealers Wanted

We have choice territory open for live dealers anxious to connect with a progressive manufacturer. The Coleman policy insures a wide and comprehensive service for tractor users and dealers. Write at once.

## COLEMAN TRACTOR CORPORATION

Manufacturers

KANSAS CITY, U. S. A.

## Quicker Yet

WASHES CLEAN

## Hand, Engine and Electric POWER WASHERS

The Quicker Yet Double Tub Power Washer has any position swinging wringer—strong, neatly designed wood frame that is bolted together. Locking tub lid starts washing mechanism unlocking tub lid stops it. All parts can be run in conjunction or separately.



As a War Measure  
Made in Wood Frame  
Instead of Steel

## SEE THEM AT THE AUDITORIUM

During the Convention of the Mid-West  
Implement Dealers' Association  
AT OMAHA, NOVEMBER 13, 14 and 15

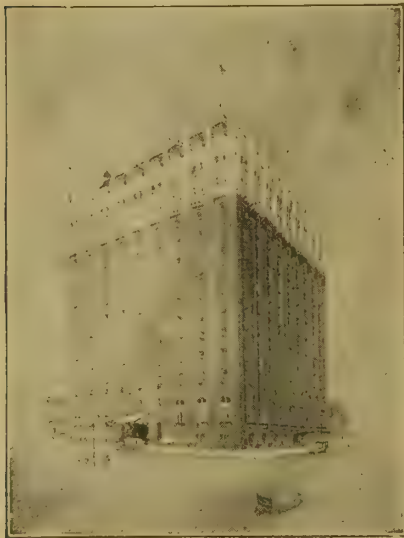
Quicker Yet Washers lessen the demand for domestics, releasing them for more important work. They save time for the housewife, which can be given over to War work. They save doctor bills, which saving helps buy War Savings Stamps. They help make the home happy and do away with drudgery, which makes for a better race. Indirectly, besides the menial task of washing dirty clothes, they do lots of good. Let us tell you more about them.

Globe Manufacturing Co.  
PERRY, IOWA



# Dealers Will Be Well Accommodated

Omaha's Hotels Are Ready to Take Care of the Large Crowd That Will Attend the Midwest Convention.



THE HOTEL FONTENELLE

OMAHA is an ideal convention city, not only for the implement men, but for scores of associations which have met in this city for many years. Few cities of its size have hotel facilities to exceed in quantity or excel in quality those which Omaha enjoys today.

The Hotel Rome, at Sixteenth and Jackson Streets, home of the Midwest Implement Dealers' convention, is a commodious hotel, furnished with a spacious convention hall, which is where the convention sessions will be held. The Rome is well known throughout the middle west.

The Hotel Fontenelle is the well

known fourteen-story hotel, which has become known to the commercial traveling public as Omaha's million dollar hotel.

The Hotel Conant is Omaha's newest hotel. This is located at the corner of Sixteenth and Harney Streets. Mr. Harley Conant, one of Omaha's most experienced hotel men, is the proprietor and manager. This is readily accessible from the business center of the city.

The Hotel Loyal is located at Sixteenth Street and Capitol Avenue. The Omaha and Council Bluffs Implement & Vehicle Club has long held its monthly meetings here.

The Hotel Castle is one block south of the convention headquarters. Mr. Fred Castle, proprietor and manager, is one of the well known hotel men



THE HOTEL ROME

of the middle west, and maintains a house that has gained an enviable reputation in the few short years the new building has been completed.



THE HOTEL LOYAL

## Implement Men Sell Bonds.

Implement men of Omaha were well represented on the committees selling Bonds of the Fourth Liberty Loan issue. W. D. Hosford of the John Deere Plow Co. was a member of the central committee in charge of the big drive in the city to raise the quota of \$12,000,000. C. E. Miller, manager of the Avery Co., was chairman of the stunts committee. G. M. Durkee, manager for the Parlin & Orendorff Plow Co., was captain of one of the large districts from Sixteenth to Tenth street, and from Deer Park boulevard to Leavenworth. This was one of the larger districts of the city and besides including some of the residence section, and a lot of the general whole sale and manufacturing section, it included by far the greater part of the implement district of the city.

For this work, Captain Durkee appointed lieutenants to work with him, and for these jobs he selected a number of implement men in order to facilitate the work in the implement district. In these positions he placed F. V. Roy, manager for Fairbanks, Morse & Co., Hugh McManus, manager of the Associated Mfrs. Co., N. J. Hasselbach, repair man for the Avery Co., C. J. Bullock, manager of B. F. Avery & Sons' Plow Co., and Byron Plug of Wagner Bros. Co.

Captain Durkee's committee attacked the work in a business-like way, and practically completed the canvass of the district in about four days.

Following are the results attained from the implement houses alone:

Oliver Chilled Plow Works.....	\$25,000
Lining Implement Co.....	13,000
Parlin & Orendorff Plow Co..	10,000
International Harvester Co.....	10,000
Crane Co.....	9,000
John Deere Plow Co.....	7,500
Baker Mfg. Co.....	6,600
T. G. Northwall Co.....	6,500
J. I. Case Plow Works.....	5,000
Neb. & Iowa Steel Tank Co....	5,000
Emerson-Brantingham	
Implement Co.....	5,000
Fairbanks, Morse & Co.....	5,000
B. F. Avery & Sons Plow Co..	5,000
Nebraska Moline Plow Co.....	4,000
Associated Mfrs. Co.....	2,500
Hudson Mfg. Co.....	2,000
Sunderland Mach. & Sup. Co..	2,000
Avery Co.....	1,000

James M. Patterson, a Grand Prairie, Mo., farmer, recently finished seeding 400 acres of wheat land upon which he had used \$1,000 worth of fertilizer.

Food saving was at first a fad; then a patriotic service; now a habit.



# TURNER

## Simplicity

12-20

14-25

### Have You SEEN It?

If every dealer who is interested in selling tractors could go SEE the Turner, we wouldn't have to tell him why the Turner is selling so fast everywhere. He could SEE why.

As one visitor put it "It has any description or picture of it beat a mile." The Turner LOOKS its efficiency and its quality. That alone is a big selling advantage. But get down to a detailed examination—start from its Perfex Radiator, examine its powerful Waukesha or Buda motor, its perfected kerosene BUILT-IN equipment, its transmission, its control, its conveniences—the more thoroughly you go into it the MORE CERTAINLY you are to see its selling advantages.

We URGE you to SEE the Turner—here at the home factory, or at one of our nearest distributing points listed below.

Please write us today if you can do this—and when.

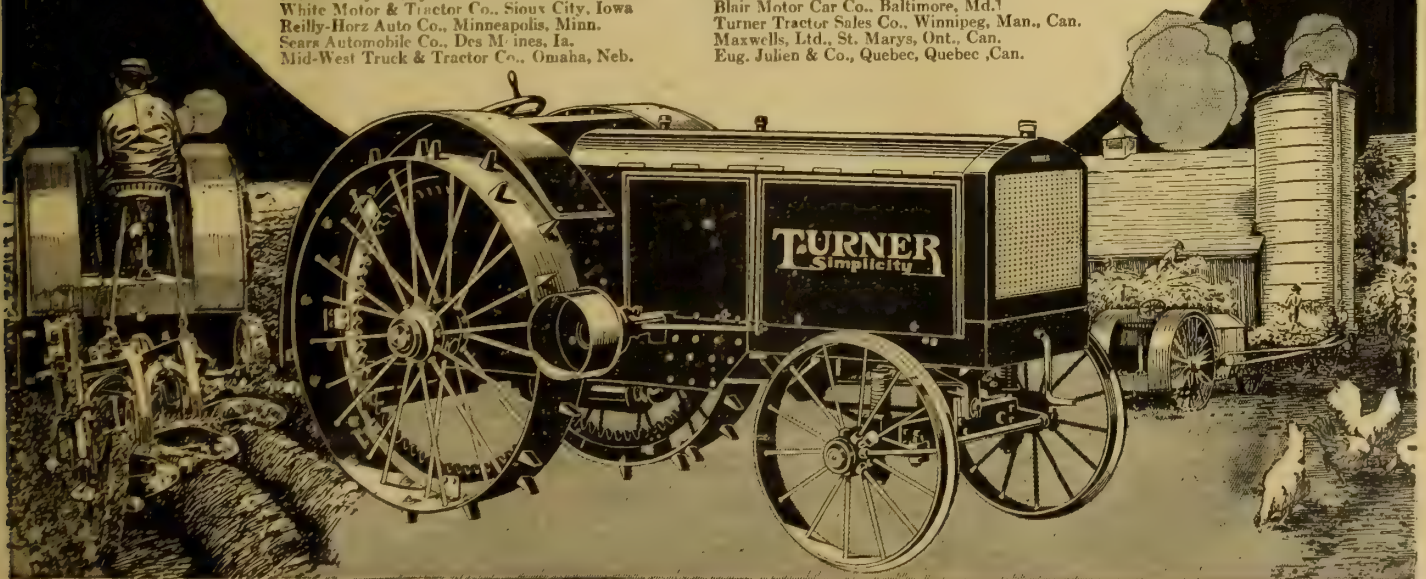
Will you be at the Mid-West Implement Dealers' Convention, Nov. 13-14-15? If so don't fail to see the Turner Tractor at Mid-West Truck & Tractor Co., 40th and Farnam Street.

TURNER MFG. CO., 212 Lake St., Port Washington, Wis.

#### DISTRIBUTORS:

Mound City Buggy & Auto Co., St. Louis, Mo.  
White Motor & Tractor Co., Sioux City, Iowa  
Reilly-Horz Auto Co., Minneapolis, Minn.  
Sears Automobile Co., Des Moines, Ia.  
Mid-West Truck & Tractor Co., Omaha, Neb.

Jackson Motor Co., Kansas City, Mo.  
Blair Motor Car Co., Baltimore, Md.  
Turner Tractor Sales Co., Winnipeg, Man., Can.  
Maxwells, Ltd., St. Marys, Ont., Can.  
Eug. Julien & Co., Quebec, Quebec, Can.





# Women Study Tractor Operation at the Wisconsin State Fair

It is said that every ill has its remedy. Here is the Wisconsin remedy for the shortage of man-power. The Women's Advisory Committee of the Council of National Defense is proving that woman-power, assisted by mechanical horse-power, may be utilized in effectually perform-

ing the work laid down by the men who have gone to war.

At the recent Wisconsin State Fair, half hour lectures were delivered to enthusiastic women, who were taught the mechanism of the tractor part by part, after which they were taught to run a Turner

Simplicity Tractor about the grounds, as a preliminary to their practical operation of the tractors in the fields.

These lectures and demonstrations were a part of a week of intensive training, conducted under the auspices of Mrs. Nellie Kedzie Jones, chairman of the Women's Land Army of Wisconsin. There were over eighty young women present. They camped on the fair grounds and were given lectures on many of the problems which confront the farmer of today.

The Turner Simplicity Tractor proved adaptable to the woman drivers. They declared that the simplicity of the machine enabled them to learn its mechanism quickly, and they soon learned to operate it in the field, unassisted. Much favorable comment was expressed by those who witnessed the work of the women.



## Leaders Urge More Sheep.

C. H. Gustafson, president of the Nebraska Farmers' Union, and O. G. Smith, president of the Nebraska Farmers' Congress, have expressed themselves as favoring more farm sheep flocks. More sheep will help meet the need for wool and meat.

The Government favors necessary building on the farms.

## A WARM BARN WILL SAVE FEED



For Vertical Siding.

Cattle comfortably housed do better. They turn more feed into beef and milk, and require less to keep themselves warm.

### KEES METAL BATTENS

make farm buildings weather proof and improve the appearance of any old or new barn or shed.

Made of galvanized iron, lengths 5 to 12 ft. Better than wooden Batts because they allow for the shrinking or swelling of the lumber and never warp, rot or split.

They're splendid sellers and pay you a good profit. Prompt shipment from stock.



Shape of Strips when first put on.

Drop us a card for free sample.

**F. D. KEES MFG. CO.**

Box 29.

BEATRICE, NEBR.



This shows how Strips spread when siding shrinks.

(Buying western-made goods lightens the railroads' load and saves you expensive delays.)

## HOTEL ROME "The House of Courtesy" OMAHA

### CONVENTION HEADQUARTERS

This bus makes all trains at all hours. When you arrive look for Hotel Rome Auto Bus upstairs. Fare 10 cents each way.



A modern Coffee Shop is being installed. Quick Service, Modest Prices, Sanitary. Open Nov. 15th. Fireproof sprinkler system—Complete Safety.

Management, Rome Miller.

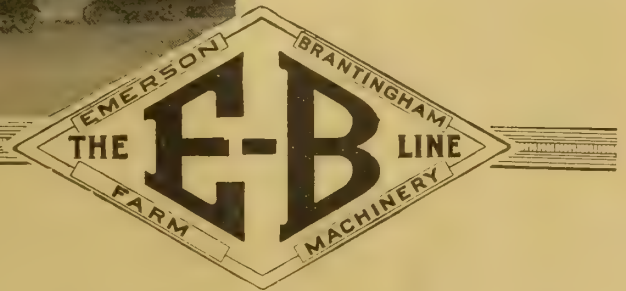
## The Cooperative Tractor Catalog

gives complete specifications of tractors and power farming machinery; 194 tractors illustrated and described. Free with subscriptions to the Implement & Tractor Trade Journal.

52 Issues, \$2.00.



# New Omaha Branch Increases E-B Service Facilities



**T**HE new E-B Omaha Branch Building, at the Southwest corner of 11th and Jackson Streets, will give E-B dealers even better than the prompt service of the past.

There is far more floor space for office facilities and storage. The convenient arrangement makes it pos-

sible to inspect the machinery readily and at the same time provides for punctual shipment.

We invite all dealers in the Omaha territory to drop in on us when in Omaha. We're located where you can visit us conveniently.

## EMERSON-BRANTINGHAM IMPLEMENT COMPANY, INC.

Good Farm Machinery

ROCKFORD, ILL.

OMAHA, NEB.

Established 1852

YOUR PROBLEM—To increase crops with decreased help

YOUR REMEDY—E-B Tractors and Labor-Saving Farm Machinery



### Most Power for the Weight and Money Ever Offered

is attracting the attention of the best farmers everywhere to this new E-B 12-20 S.A.E. Rating Model AA.

Come in and see this tractor—it's the biggest little machine you ever saw. Actually 15-25 horse power.

All the best equipment, including Hyatt Roller Bearings, Bennett Carburetor, Modine Spirex Radiator, etc.



### Farmers Want Sharp Share Tractor Plowing

When you come in be sure to see the 102 Tractor Plow with E-B Quick Detachable Shares. These shares are so easily applied and removed (5 seconds) that sharp share plowing is a practical possibility.

Keeps soil in good condition. Stands hardest tractor plowing. Pulls easily. Farmers know it. Good plow to sell.



### Farmers Like This Tractor Tandem Disc

Best disc for tractor work. Farmers say so. They like it—buy it—and tell their friends.

Shifting gangs easy with long levers. Flexible—increased and uniform penetration.

Look it over when you come in.



### Will Handle Direct to Dealer.

When the Badger Mfg. Co. succeeded E. Children's Sons Mfg. Co. of Council Bluffs, one of the most important changes of the year was made in that city. The officers under the new organization are: E. C. Hammond, president; A. G. Hebb, vice-president; L. C. Winship, treasurer; T. V. Edwards, secretary, and E. J. Adrich, sales manager.

E. Children's Sons Mfg. Co. was in business for more than fifty years. The new organization will continue the manufacture of the Badger line of farm implements, Meadow Queen hay tools, hog oilers and power attachments.

In addition to this the Badger people will manufacture an added line of auto truck bodies, coal bodies, delivery bodies, hearses, farm grain bodies, stock racks, a full line of cabs and windshields.

Another innovation coming with the reorganization is the announcement that the Badger people have taken their line out of the hands of the jobbers, and now handle their goods direct to the dealer.

### Gives Tractor Training.

Many inquiries are being made regarding military training in the School of Agriculture at Lincoln. This school offers opportunities in military training to boys of draft age with a common school education. Courses are offered in mechanics, tractors, automobiles and trucks, agriculture and other subjects valuable to boys who may be called into army service. Registration in the School of Agriculture begins Oct. 11.

### Portable Granary Planned.

The division of rural engineering of the Bureau of Public roads, United States Department of Agriculture, has plans for a portable wooden granary, 10x14 feet, 94 inches high, with a capacity of 660 bushels. Any farmer can build the granary from the plans, which will be furnished upon request. It is built on skids and can be moved around to threshing machine, corn sheller, or feed lot, as needed.

### Hold Pig Club Festival.

The Butler County Farm Bureau will hold a pig club day festival early in November. Fifty-five boys and girls raised pigs in that county during the last summer under the direction of the county agent and the extension service of the University of Nebraska College of Agriculture.

Pigs will be exhibited at the festival and prizes given. The pig club work

will be explained to the parents and children and motion pictures shown, including one film on hog cholera control.

### Stover Manager in Omaha Dies.

W. A. Haydon, manager for the Stover Mfg. & Engine Co., died at Mercy hospital, Council Bluffs, Ia., Tuesday night, Oct. 22, of pneumonia, following a siege of Spanish influenza. Mr. Haydon had been ill about two weeks. He is survived by a wife in Omaha.



THE LATE W. A. HAYDON

Mr. Haydon has been with the Stover Mfg. & Engine Co. at Omaha more than two years. He traveled for the company for some time, and when the former manager, John Marsh, went to the factory as assistant general sales manager, Mr. Haydon was made general agent at Omaha. M. A. Steel, assistant to the president, and Charles S. Slaker, general sales manager, arrived in Omaha Oct. 25 to take charge of the affairs of the company here during Mr. Haydon's illness, but learned on their arrival that he had died.

### Defend Nebraska's Patriotism.

The New York Sun recently published a letter from the bureau of publicity of the Omaha Chamber of Commerce, correcting a Sun editorial in which mention was made of alleged pro-Germanism in Nebraska.

### Nebraskan Wins Prize.

The Nebraska exhibit at the International Soil Products Exposition in Kansas City won first prize and ten silver cups. The exhibit was prepared by Arnold Martin of DuBois, Neb., and the expense was shared by several of the commercial organizations of the state.

### Rumors Hurting Omaha.

An Omaha traveling man who was in Iowa last week heard that Omaha was under strict quarantine on account of the "flu," that nobody was allowed to get off of trains, and that if a person got inside the city he was not allowed to leave. He reports that this false rumor was quite general. The Omaha Chamber of Commerce issues this statement:

"Omaha is not under quarantine. Indoor and outdoor meetings have been prohibited only as a preventive measure. Omaha was the first city in the west to adopt stringent measures to prevent the spread of influenza. As a consequence the people of Omaha have all learned how to take care of themselves and Omaha is the safest city in the west to visit. The number of cases has been exaggerated and the weekly death rate of the city is very little higher than the normal death rate of a city of 200,000. The epidemic is well in hand and the ban will soon be lifted."

### Found Potatoes Deep Down.

Tom Lawrence, a farmer north of Alliance, was amazed a few weeks ago when he began to dig his potatoes to find that they were not yielding well. He was using potato digging machinery, of course. A neighbor who knew a little more about the machinery showed him how to set the machine deeper, and Mr. Lawrence was amazed again, for the way the machine began to turn out potatoes was a marvel.

He found then that what he had been getting the first time over the field was merely the "second crop" and that the real crop was about six inches deeper in the ground, for he had planted deep. His field yielded 150 bushels per acre.

### Root Out the Grasshopper.

Plowing, harrowing or disking of ground will destroy grasshopper eggs and prevent their hatching in destructive numbers next year, according to the University Entomology Department. The eggs are laid in the first two inches of the soil. Plowing will bury them so deep that the young hoppers will not get out. Harrowing or disking ground that cannot be plowed, such as alfalfa ground, will destroy 75 per cent of the eggs.

Surface cultivation gives the best results in October and November, followed by another cultivation during the spring thaw. Grasshopper eggs are laid in firm, well drained soil, such as alfalfa fields, weed patches and along banks, roads and fence rows.



# What the Motor of Tomorrow Will Be Like

THE gas engine gave birth and growth and development to the automotive industry. Upon its consistent performance now depends the salvation of the civilized world, its food and liberty: suppose it should suddenly cease to function? The hand of the great clock of time would stand still at high noon, then slowly move back to midnight.

As the automotive industry depends upon the gas engine, so the gas engine depends upon the amount and quality of the charge introduced into the cylinder at every revolution, because it was the four-cycle engine invented by Beau De Rochas and developed by N. A. Otto and Eugene Langen that gave success to the automotive industry and not the oil engine or the steam engine. France originated the gas engine. Germany appropriated it, America adopted it, educated and polished it, complicated and multiplied it, synchronized its moving parts and combined them into the harmonious strains of the grand opera of commerce until all the world, every nook and corner and crevice, has been filled with fame and fumes, sights and sounds, smoke and smell, and now behold, the gas tank is about empty.

Many thoughtful and well informed men are beginning to pause and ponder and wonder why spark plugs foul so often and easy, why carbon deposits form so thickly and quickly, why wet raw fuel instead of dry gas slips by pistons and rings, why wrist pins, bushings and bearings wear so fast, why their lubricating oil is diluted and destroyed, why fuel consumption is rapidly increasing and power output diminishing: why their engines have no compression, why their pistons seize or their radiators boil, or their engines start hard; why so much is said and written about conservation of gas: why seventy-degree gas has disappeared from the market like a dream forgotten; why all tests of gravity have gone awry so that the Beaume test is no longer an infallible test of the density and volatility of gasoline.

## Something Wrong in the Situation.

Why has the Government adopted and accepted an engine designed by a scientist to operate upon a cycle requiring a dry gas as a fuel and perfected in its mechanical arrangement of parts by mechanical engineers of note and years of experience, then accepted a fuel which requires a maximum temperature of over 300 degrees F. to distill it, *i. e.*, to cause it to separate into the form of a "wet" vapor

By W. L. Dempsey

from the heavier base and more than 300 degrees of heat to form a dry gas from it?

The four-cycle gas engine made the automotive industry and seventy-degree gasoline made the four-cycle engine. We still have the four-stroke engine, but seventy-degree gasoline is a memory and in a few years more it will be history.

Let it never be forgotten that the four-cycle engine is an explosive engine depending always upon a dry gas for its power, and that the dryness fraction of a charge varies directly in proportion to the heat applied at standard pressure. It may also be stated that the thermal and mechanical efficiency of a four-cycle engine is in direct proportion to the dryness of a proper charge.

## Large Amount of Fuel Wasted.

The enormously increasing demand for hydro-carbon fuel caused by a like increase in the manufacture and use of the four-cycle engine for pleasure cars, motor trucks, tractors and airplanes has compelled the refiners of crude oil to introduce methods of distillation such as the Burton, Rittman, Dewey and others that require average maximum tem-

peratures of from 500° to 600° F. or even higher.

Since practically all engines are water cooled, the high temperatures necessary to fully gassify the fuel are seldom obtained, so that a large proportion of the fuel is not only wasted but seriously effects the operation of the engine by carbon deposits, oil dilution, etc. Since water can absorb and retain not more than 212 degrees F. of heat a water-jacketed carburetor serves only to vaporize the lighter part of the fuel while the heavier part, that part which requires more than 212 degrees of heat to gassify, is either drawn into the cylinder in a raw state or remains accumulating in the carburetor. It seems to the author that the carburetor manufacturers could greatly improve their product by providing means for the application of heat to both the air and fuel sufficient to maintain uniform temperatures at all speeds of 400° to 600° F.

Any liquid hydro-carbon fuel of whatever density or volatility may be economically and successfully used as a motor fuel in a four cycle engine of variable speeds provided sufficient heat is applied to transform it into a dry gas and provided sufficient air is furnished to insure complete combustion of the fuel. The dividing lines between gasoline, kerosene

## A PIECE OF GOOD TRACTOR PLOWING IN HEAVY SOIL



Nearly all tractors have demonstrated that they pull plows satisfactorily. The several makes of power plows are also much improved each year. Strength, durability and simplicity are features many makers have tried to add. As evidence that quality plowing is easily accomplished the illustration above shows a field after it has been plowed with a Case tractor and Grand Detour gang operated in heavy sod where the drawbar pull was over a thousand pounds for each bottom.



and naphtha are just about as definite, distinct and visible as are the outlines of a camouflaged ship far out at sea. The only accurate and exact way to define the quality and volatility of a hydro-carbon liquid fuel seems to be to give the minimum and maximum degrees of heat at which it was distilled. The gasoline of today was kerosene yesterday, and will probably be petroleum ether tomorrow.

The automotive industry is rapidly approaching a crisis of portentous proportions. It is fighting its way into a dangerous salient, with its fuel supply trains in jeopardy. The engineer knows it, the manufacturer feels it, and the farmer, automobile dealer, salesman, chauffeur and garage man fuss and fret about it.

### It's Time to Investigate.

The ship of progress is entering shoal waters, breakers are ahead. Still there is no doubt of a good channel which can be safely made, but it is time for the engineer-captain to take the helm and for the inventor-lookout to occupy the crow's nest while the manufacturers and sales managers should go slow and take stock.

When the flood tide of war orders for engines subsides, there will be full many a wreck stranded upon the business beach which will require more satisfactory and economical engine performance than is now had to save and salvage them.

The automotive industry will live, it will grow and thrive, but the heart of the industry is the engine and it is sorely afflicted. The fuel situation has changed radically and fundamentally and the engine must change with the fuel to save the industry. It will be a four-stroke engine, no doubt, but changed how? Will it be a four-stroke gas engine or will it be a four-stroke oil engine? Will it be a four-cycle dry gas explosive engine or will it be a four-stroke or two-stroke slow burning constant speed oil engine? That is the question. That it must change and be improved to adapt it to the fuel available, all will admit but how? There is the rub.

### The Motor of Tomorrow.

The writer believes that the motor of tomorrow will be a four-stroke variable speed dry gas explosive motor capable of successfully using a liquid hydro-carbon fuel of any degree of density down to perhaps 30 degrees Beaume and distilled at a maximum temperature of 700 degrees F. Such an engine must provide means for:

First: The complete gassification of the fuel by the application of an amount of heat greater than that at

which the fuel was originally distilled.

Second: Means for surcharging the cylinder at the end of the charging stroke with an amount of oxygen equal to or greater than that which is dissipated in the act of gassification.

Third: Means for the retardation of the rise in temperature due to compression, sufficiently to obtain efficient compression by the introduction of cooling elements into the cylinder at the beginning of the compression stroke.

Fourth: Means for the equalization of the temperatures of the piston and cylinder walls so that a proper clearance between them may be maintained at all temperatures without danger of seizing,

Fifth: Means for the complete explosion from the cylinder of all the products of combustion which would result in lower internal temperatures and thereby increasing the temperature range.

### Carburetion vs. Gassification.

There is an important and fundamental difference between carburetion and gassification. The sole function of a carburetor is to mix the air and fuel in proper proportions. If the fuel is natural or artificial gas the process of carburetion is very simple, complete and perfect, if on the other hand the fuel is 76 degrees gasoline, the process is somewhat more delicate and difficult. The fuel and air enters the manifold in the form of a vapor which is readily converted into a dry gas by the low degree of heat present in the manifold and immediate environment of the engine. Note the fact, however, that the heat alone is the gassifying agent.

With low degree gasoline, kerosene and distillates the function of the carburetor is the same, that is to say it mixes the fuel and air in proper proportions and breaks up the fuel into small particles, the result of which is a heavy "wet" vapor instead of a dry gas. It therefore, becomes necessary to provide for heating the mixture, that is, both the air and fuel to a temperature greater than that at which it was originally distilled, because at the point of distillation the fuel passes off in a "watery" vaporous state. The temperature necessary for the gassification of low grade gasoline and kerosene now on the market lies between 500° and 600° F.

The thermo-dynamic effect of heating the fuel and air is loss of power of from fifty to seventy-five percent for the following reasons, First, the piston is only capable of displacing an amount of air equal to the bore and

stroke of the cylinder, assuming that the so called volumetric efficiency of a cylinder is one hundred percent at a temperature of sixty degrees F. Since air expands 183 times its volume, with every degree of heat added thereto, if we raised the temperature 493 plus 60 or to 553 degrees in order to completely gassify the fuel, then the amount of air which will be taken into the cylinder will be the same by volume but exactly one-half by weight had it been taken in at sixty degrees, or in other words the power of the engine has been reduced 50 percent. Hence in order to maintain the power of the engine operating on heavier fuel it becomes necessary to return to the cylinder at the end of the suction stroke an amount of air equal in weight to that which is dissipated by the heat necessary for gassification of the fuel.

### Remedy for the Fuel Trouble.

When the fuel and air, which has been heated to 500 or 600 degrees F. is admitted into the cylinder upon the suction stroke, but slight compression can be applied before the temperature rises to 1100 or 1200 degrees F. or the point at which spontaneous combustion or pre-ignition is likely to occur. In order to reach maximum efficiency it is necessary that cooling elements be introduced into the cylinder under pressure at the beginning of the compression stroke, thereby avoiding pre-ignition and making it possible to obtain higher compression pressure.

The immutable and inflexible law of physics is that two atoms of oxygen must unite with one atom of carbon and that one atom of oxygen must unite with one atom of hydrogen to make composition of hydro-carbon fuel perfect and complete. There can, therefore, be but one cause for sooted spark plugs and carbon deposits into the cylinder, namely; the absence of a sufficient amount of oxygen, and since the air is the only source of oxygen supply to the cylinder, the remedy is an increased supply of air, or its alternate, a decreased supply of fuel, which means decreased power or else increased size and weight of the power plant.

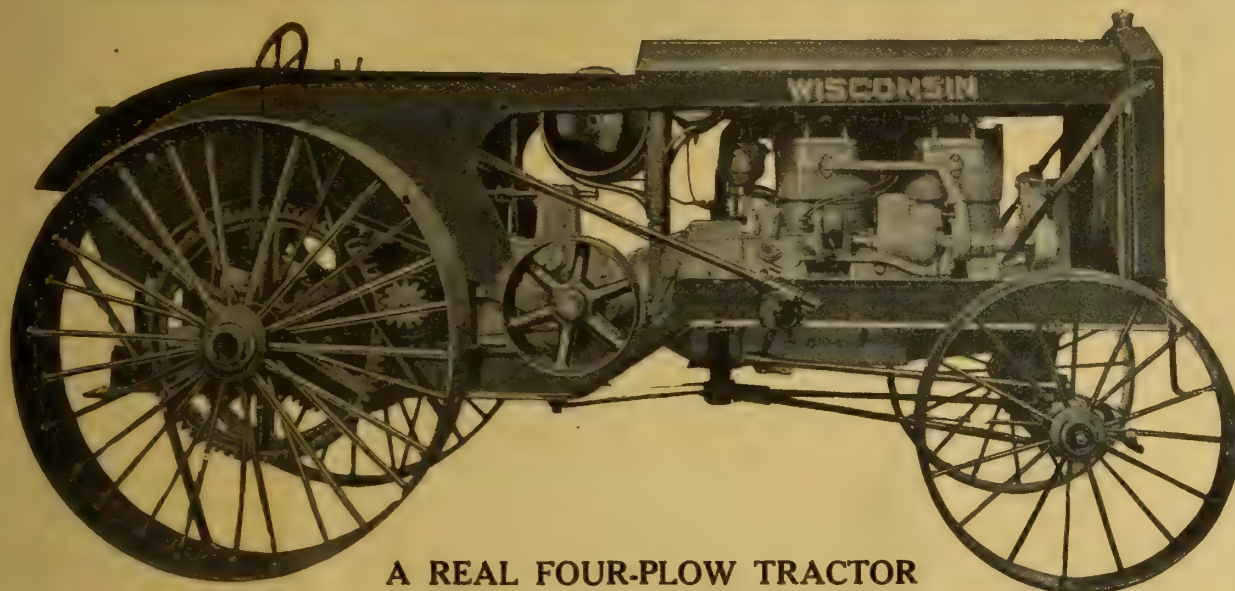
### To Cultivate No-Man's Land.

The French Government has already made arrangements for bringing back into cultivation the desolated and war-torn areas from which the enemy has been driven. The dense population of France makes prompt agricultural restoration necessary to relieve the food situation. Preference will be given to farmers who originally lived in the invaded regions.



# WISCONSIN TRACTORS

COMBINE EVERY ELEMENT FOR BUSINESS SUCCESS



A REAL FOUR-PLOW TRACTOR

## OPERATES ON KEROSENE

GREATER EFFICIENCY  
LESS WEIGHT

MORE POWER  
ACCESSIBILITY

Base your judgment of a tractor upon what it has actually done on the farm, not upon the promises of a catalogue.

Three years of experiment and test are combined in the first Wisconsin Tractor placed on the market, and since its production it has proven itself worthy under every conceivable condition of soil and climate.

A THOROUGHLY HIGH GRADE FARM TRACTOR OF UNLIMITED POWER AND STRENGTH  
YET NOT TOO HEAVY TO MEET THE REQUIREMENTS OF THE AVERAGE FARM

### Specifications

Motor four Cylinder 5"x6½"  
Carburetor special Stromberg kerosene.  
Governor enclosed and adjustable.  
Magneto High Tension Eisemann with impulse starter.  
Radiator cellular type.  
Fan 22" diameter belt driven and adjustable.  
Clutch 3 plate dry disc raybestos lined.  
Low or plowing speed 2½ miles per hour.  
High speed 4 miles per hour.

Diameter of belt pulley 16".  
Width of pulley 8".  
Bearings 11 Hyatt Hy-duty.  
2 bantam ball thrust.  
2 Timkens—1 U. S. Ball.  
Gears cut steel hardened and ground.  
Bull Pinion 3¾" cut steel and glass hardened.  
Rear wheel 52" diameter, 12" face, ½" tire.  
Front wheel 34" diameter, 6" face, ⅜" tire.

Differential—Our special type, carried on Hyatt bearings and enclosed; easily removed; of the 3-pinion type.

### DEALERS

Demonstrations near Omaha each day during the implement dealer's convention, November 13, 14 and 15. Come out and let us prove the Wisconsin tractor to your satisfaction.

We have an exceptionally liberal dealer's contract and a proposition on this tractor that will make money for you. The tractor is tried and proven—you probably know where the Wisconsin stands. And in addition we can show you how to make money on this line. See or write us if you are interested.

## NOYES-KILLY MOTOR COMPANY

1721-23 McGee St.  
Kansas City, Mo.

2066-68 Farnam Street  
Omaha, Neb.



### Steel Posts as Labor-Savers.

Save time on the farm; turn more hours of farm work into the actual production of food products that are so sorely needed by our country and her Allies; that is the demand upon the American farmer which he is earnestly striving to fulfill. The farmer sees a big profit in everything he can raise. He has every incentive to greater production and his limit is placed only by the extreme shortage of farm labor.

Production on the farm is closely allied with permanent improvements. Farm fencing must now be kept in

good condition and more fence lines are required as greater acreage goes under cultivation. Thus it is essential that a certain amount of farm labor must be utilized in building new fence, or repairing old lines. One of the labor-savers that is receiving much attention nowadays is the steel post.

Steel posts are not new, and it is declared that tests have shown their durability, in years of service, to be two or three times greater than wooden posts. One of the types of steel post that has proven most successful under all conditions has an "angle" shape. This has been demon-

strated by U. S. Government and engineering tests, as well as by actual use, to have great strength and flexibility, but the steel itself must be tough and springy. The design of the anchor is of extreme importance as the holding qualities of the post depend very largely upon the nature of the anchor and its resisting power against both lateral and upward strains.

The actual saving of money with the use of steel posts starts at once and continues for many years. In the first place, a big saving in hauling is effected because ten times more steel posts can be hauled per wagon load. The average wooden post lasts only ten or twelve years at the most and then it rots away and must be replaced. Indeed it often bears down the fence by its own dead weight. Good steel posts do not rot, break or burn, and need no repairs. They last three times as long as wooden posts. They enable the farmer to burn the weeds and kill the crop-destroying and disease-breeding insects that infest fence lines and corners and they also protect stock from lightning.

Regardless of all their other points of superiority the big demand for steel posts comes from the great saving in the labor of installation. There are no holes to dig, no tamping and re-setting. They are simply driven in the ground with a few blows of a maul or sledge and are there to stay. Five days' actual time can be saved by a man in placing steel posts for a mile of fence. It has been proven repeatedly that steel angle posts can be driven six times as fast as wooden posts can be set.

The Calumet Steel Co., Chicago, one of the largest mills of its kind, has announced that it is prepared to make prompt shipments of Ankorite steel fence posts in any size quantities. The patented anchor on Ankorite posts has several exclusive features that is said to give unusual holding power to the post. One interesting feature of this post is the fact that it is made of rail steel—the same high test carbon steel that goes into the rails of America's railways.

### Elected Bank Director.

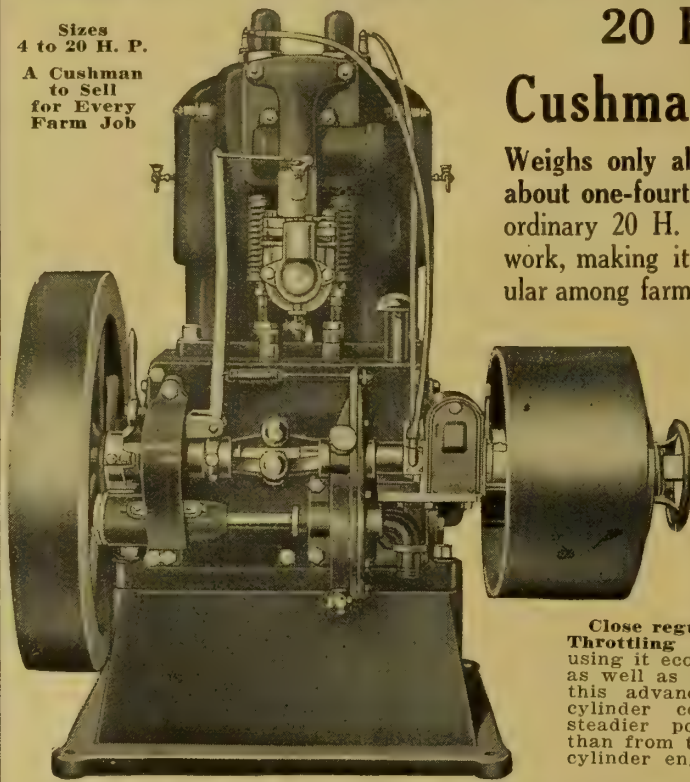
F. E. Myers, president of F. E. Myers and Bro., Ashland, O., was elected a director of the Citizens' Savings and Trust Co. of Cleveland, O., at a recent meeting of the directorate.

The Canadian wheat harvest is estimated at 280,500,000 bushels, about 20 percent above that of 1917.

## Light Weight 2 Cylinder 20 H. P.

Sizes  
4 to 20 H. P.

A Cushman  
to Sell  
for Every  
Farm Job



### Cushman Motor

Weights only about 1200 lbs.—about one-fourth as much as the ordinary 20 H. P. used for farm work, making it exceedingly popular among farmers on account of

its extreme portability and flexibility.

Any power, 8 to 22 H. P. Gasoline throttled according to power used.

Close regulation of sensitive Throttling Governor permits using it economically on light as well as heavy loads. From this advanced type of two-cylinder construction, much steadier power is available than from the ordinary single cylinder engine.

### Cushman Special Features

**High Tension, Direct Driven Magneto.** Complete dual ignition system, that always starts. Forced water cooling by auto type of enclosed pump, handling large volume of water from either radiator or tank screen cooler, providing full power for continuous run. **Double Annular Ball Bearings** reduce the friction, eliminating bearing trouble. They give years of continuous service, as there are no bearings to rebabbit or replace. This equip-

See Exhibit of  
Cushman En-  
gines at Omaha  
Convention.

Dealers cordially  
invited to call.

This light-weight heavy-duty Cushman will handle the heavier belt jobs on the farm far more economically and satisfactorily than a tractor, and is easy to move from job to job. It makes ideal power for cylinder corn shellers, grain separators, ensilage cutters, heavy grinding, etc.

**A Cushman for Every Job.** Cushman Motors are made in sizes from 4 H. P. to 20 H. P.—for all work on the farm. Send for best high grade engine value on the market.

**Cushman Motor Works, 904 N. 21st St., Lincoln, Neb.**

ment is found only on the highest grade auto engines and on no other farm engine.

**Automatic, Cam-driven Oil-ling Device,** with pump enclosed in crank case, insuring perfect lubrication to connecting rod bearings.

**Extra Heavy Crank Shaft** that will withstand the heaviest side pull from the belt.

**Special Clutch Pulley** is furnished as regular equipment.



# Good Advertising

*Advertising* that is carefully planned—with a broad and comprehensive knowledge of conditions, is profitable advertising.

*An advertiser* has sound reasons for the expenditure of money for advertising purposes. Every plan should be the result of these reasons.

*Hit-and-miss advertising* is always unprofitable—frequently disastrous. Such advertising has earmarks of its own—it is readily identified, or should be.

*Good advertising*—profitable advertising, is something more than mere typography. To become a power, your advertising must be genuine, it must be clean-cut salesmanship, typographically correct—easy to read and worth reading.

We solicit the task of helping manufacturers make their advertising pay better.

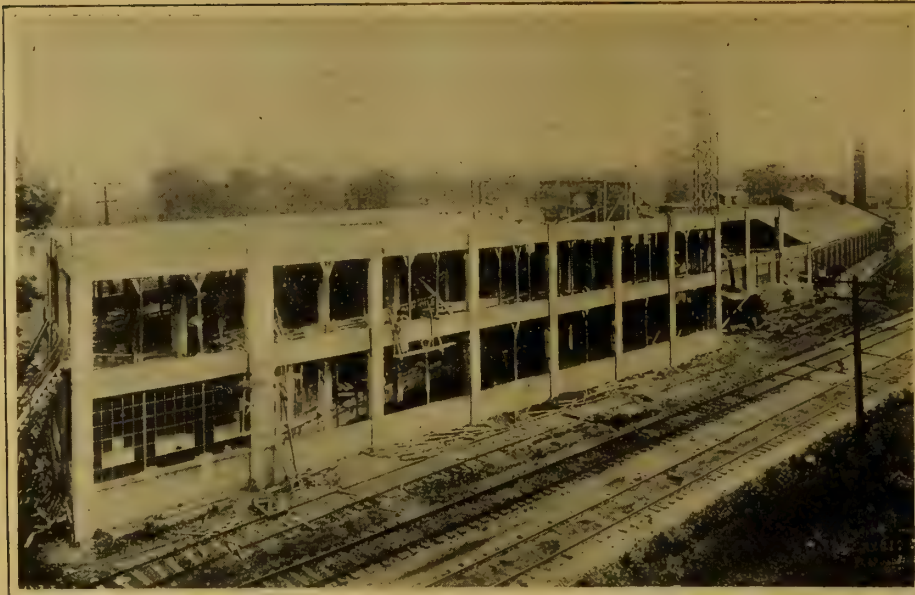
## POTTS-TURNBULL ADVERTISING CO.

NEWSPAPER, MAGAZINE  
and AGRICULTURAL  
ADVERTISING :: :: ::

ILLUSTRATIONS and  
BUSINESS LITERATURE

Graphic Arts Building KANSAS CITY





THIS RADIATOR FAN FACTORY IS NOW UNDER CONSTRUCTION IN INDIANAPOLIS

### Oakes Plant Is Enlarged.

The Oakes Co., Indianapolis, Ind., makers of radiator cooling fans for tractors, trucks and automobiles, has announced that a large addition to its factory is nearing completion.

The new structure is being built entirely of reinforced concrete, and will be thoroughly modern, well

lighted by large windows, and is to be fully equipped with modern machinery for every operation on the quantity production of quality fans. It will add a substantial amount of floor space to the Oakes factory, which, in its present size, is one of the largest devoted exclusively to making radiator cooling fans. The new addition was made

necessary by the steadily increasing demands for the Oakes product.

Since its organization, some eight years ago, the Oakes Co. has several times found it necessary to double the capacity of its factory, and in this period has manufactured over one million fans.

### Threshermen Fly the Colors.

Responding to the Food Administration's request to prevent grain waste during threshing time, the Threshermen's Association of Marinette County, Wis., has adopted far-reaching rules to secure the desired results. As a patriotic reminder the American flag, also the Food Administration certificate which is granted each patriotic operator, are to be carried on every threshing machine operated by members of the association.

### Lime on Preference List.

Agricultural lime has been placed on the preferred classification in the matter of fuel supply as well as in the matter of transportation by the War Priorities Board, at the request of the Secretary of Agriculture. It was urged by the Department of Agriculture that lime is absolutely necessary to efficient food production in the country.

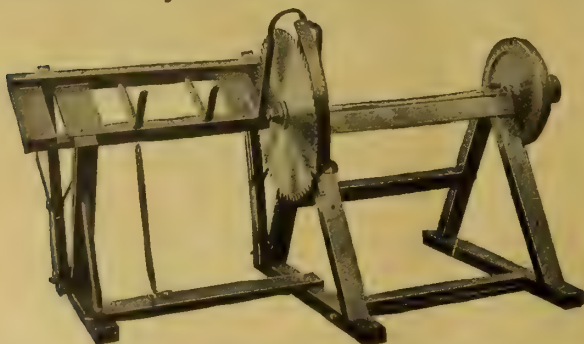


United Dealers Always Make the Most Money



# United Saws That "Sell Like Sixty"

Here They Are!—United Saw Frames—Big Line—All Styles—All Sizes—Same High Grade *United* Quality!



### Now Is the Time to Order

This is United No. 24—The greatest combination pole and cord wood saw ever built—Sells fast—Put in a sample at once and watch your "Saw Frame Department" show handsome profits. Five other styles and sizes—send for literature and prices at once.

Thousands of wise dealers everywhere realizing the great demand for saws, due to the great shortage of coal, are hurrying in their orders—Do likewise—Don't Wait—Order Now—Our low prices will enable you to roll up big profits! The new, big advertising campaign for your local newspaper is ready to shoot as soon as you say WHEN!



### Special Prices for Quick Orders.

While they last—you can buy these superb quality United Saw Blades that will land your competitor in the in the shade—All Sizes—Low Prices—Write for prices quick, before this bargain day is over.

# United Engine Company

C.L. SPRINKLE, Pres.

Lansing, Michigan—Independence, Iowa  
Kansas City, Mo.—Albany, N.Y.—Minneapolis, Minn.





Published Weekly  
Implement Trade Journal Co.

Kansas City, U. S. A.

Carl W. Hertel, President  
Fred Milburn, Vice-Pres.-Treas.  
Geo. F. Massey, Secretary  
Hal H. Clark, Advertising Director

# Implement & Tractor Trade Journal

Established 1886

Omaha  
1112 Woodmen Building  
A. E. Long, Mgr.

Minneapolis  
333 Palace Building  
R. R. Ring, Mgr.

New York  
205 Postal Telegraph Building  
Frank M. Dampman, Mgr.

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KANSAS CITY

MINNEAPOLIS

## T. J. Turley, Master Dealer

**A**LTHOUGH the personality of T. J. Turley is one of the warmest and most humanly interesting to be found in any branch of the farm equipment industry, the most impressive thing about him is not always personally expressed; rather, one senses the most essential characteristic of the man from his letterhead, if you please, in the one word, "Ideals," which adorns every business communication that goes out from the T. J. Turley Co., Owensboro, Ky., of which he is president.

"Well," some cynic may be inclined to interject, "anybody can have ideals printed on his letterhead, but what does it prove?" Nothing, in itself, but taken together with the Turley record, it proves everything. For instance:

Some time ago one of his competitors found himself up a blind alley with nothing but bankruptcy ahead. His creditors began closing in. Now it must be admitted that it is not the general custom in the implement trade, or any other trade, for the "survivors" to reap anything much more exalted than secret satisfaction from such a situation. True, there may be a few idealists left who would sincerely sympathize, but even they, in all probability, would scarcely carry their sympathy beyond that point.

### Told on Him.

But this big-brained, big-hearted Kentuckian isn't built on that pattern. When he learned of his fellow dealer's plight, he hustled out among the creditors and held them off until the unfortunate could be resuscitated. Thanks to that bit of constructive altruism, the competitor is

### By George F. Massey

Editor

still in business and everybody concerned is all the better off. No, Mr. Turley doesn't advertise the incident.



T. J. TURLEY

and Vehicle Dealers' Associations at the recent Chicago convention. Partly because of that fact, but mostly because he is one of the biggest figures in the farm equipment trade of the country, something of his career is here related.

Born—yes, we always are—47 years ago in Gallatin County, Ky., he entered business at the adolescent age of 12, working for Joseph Glascock, general merchant, Williamstown, Ky. In this position he drew down a salary \$5 weekly. He kept at it eight years. One year after he began voting he established himself as a dealer at Owington, Ky., where he handled the Deering harvester line, among other things.

The very first season he sold 167 binders and mowers and 75 hay rakes, not to mention a generous volume of sundries. The Deering company heard of it and, always in the market for that kind of talent, put him to work as canvasser. After one year at that he served as blockman another year; the third year

he was appointed general agent for the company at Louisville. For three years he had charge of the Deering business on that territory, then, on account of his health, which office work improved backwards, he left the organization.

### Let It Sink In.

In 1900 the present T. J. Turley Co. bought the business of H. B.

Phillips & Co., Owensboro. At that time the implement stock carried was very much of a side-line. Most of the attention of the management was confined to its general department store. Even so, the annual volume



FARM EQUIPMENT SALES HAVE INCREASED 1,600 PERCENT SINCE THIS BUSINESS BEGAN

It is told on him by his friends and any false notion of delicacy is not going to suppress it from this page.

It may have escaped some readers that T. J. Turley was chosen chief of the National Federation of Implement



of farm equipment had reached \$25,000. That was only 18 years ago, please remember. Since then the implement volume, covering everything sold to operate the farm, has increased 1,600 percent! Perhaps there had better be a paragraphic pause right here to let that sink into the gasping reader's cerebellum.

From its modest place as a side-line the Turley implement department has risen to become the big end of the business. Everything is bought in carlots—when the manufacturers and distributors can supply 'em. Three hundred cars of farm equipment are purveyed each year to the farmers of Daviess County, Kentucky, and Spencer County, Indiana, which lies just across the Ohio River. It takes nearly three acres of floor space to handle this volume.

farmer friends that he wishes his business paid him as much on the investment as his farm. For this reason his customers have largely formed the habit of leaving their woe outside when they come into the Turley store. They know they can't "put it over on him." What a trade the implement trade would be if every dealer would follow this sound precept!

Daviess County has more tractors than any other county in Kentucky. There is just one principal explanation of this happy circumstance: The tractor activity of the T. J. Turley Co. It was nearly six years ago that Mr. Turley got interested in the tractor business. No sooner did he find himself interested than he took on the best line that he could find. Ever since he has been digging around in the tractor market to ascertain what

stick. It pays the firm and it pays the employees.

### That "Shell-Hole."

Roses have not always been in the path of the T. J. Turley Co.; in fact, Mr. Turley would be the first to deny that garlands have often been shipped to his address. Obstacles, and serious ones, confronted the firm at the outset. Hardly had the new management taken hold back in 1900 when the trunk sewer in front of the store took a notion to cave in. That left an elongated "shell-hole" about forty feet wide and half as deep out front to encourage the customers to come in—if one doesn't care what one says. It would have taken the agility of a combined Rocky Mountain goat and battle-tank to scale the steep sides of this none too aromatic depression. Just then it didn't look much like a 1,600-percent increase over the former business.

Did the Turley team get downhearted? It did not. Realizing that the first few months of their entry into the business world of Owensboro would be more critical than a corresponding period of years after they once got started, they opened a whale of an advertising campaign calculated to overcome that street hazard which ordinarily would have kept so many customers away. Just the common run of advertising campaigns would not have turned the trick. This one had to have pep and color and plenty of it. So all sorts of contests were conducted.

Prizes for multifarious superlatives were hung up—for the prettiest girl, the ugliest man, the most popular woman, the duckiest baby, the most precocious pupil, etc.—anything to induce people to jump that ditch out front. And they did get over it somehow, or break in through the back door, for the \$1,500 in prize money and the snappy campaign that announced it made them forget all about the troublesome sewer. At length, when the hole was patched and the pavement restored, the new company had a "start" with the local trade that would have taken months to gain had the Turley folks merely bewailed their hard luck and waited for the municipality to fix the hole.

### "Cash or Note."

It has been intimated that the T. J. Turley Co. knows how to sell goods. Please bear down with a double accent on that word *sell*. Old John J. Sell himself was an amateur alongside the star members of the Turley team. They have three potent words in their selling lexicon which stand out boldly from all the rest—*Cash or Note*. With the exception of a few small items, and



DAVIESS COUNTY HAS MORE TRACTORS THAN ANY OTHER COUNTY IN KENTUCKY, THANKS TO THE ENERGY OF ONE T. J. TURLEY, WHO BELIEVES IN THEM

Mr. Turley is also something of a farmer. He owns several hundred acres of good Kentucky land not far from Owensboro. Consequently he has the farmer's viewpoint, as well as the dealer's. No farmer can enter the Turley establishment and recite a woeful tale of the granger's wrongs and poverty and "get away with it." At least, he can't sustain his recital very long, for T. J. simply can't keep his face straight when listening to that sort of an elegy. Eulogy of the comparatively carefree life of the farmer is more in his line.

### When He Grins.

He just let's his face break into a good-natured grin and tells the customer a few things about his blessings; for, as a farmer himself, he shares them. Prosperous as his business is, Mr. Turley often tells his

he could sincerely recommend to the farmers of his territory. Needless to say, he is now selling a line that is giving satisfaction, although he had to try out four or five makes before arriving at his decision.

The Turley company is in the tractor business "right." Two men are employed who know tractor construction and operation from down up. They can tear a machine down and build it over again. They can overhaul and repair with mighty little dependence upon the factory. The service problem is no longer much of a problem with the Turley organization. One of these tractor men has been with the firm eleven years and the other seven. It is the policy of the company to make as few changes in the ranks of its employees as possible. Most of the seventeen on the staff have been with the firm in continuous service for a number of years. They



close track is kept of them, not a thing leaves the store until a brass-bound, copper-riveted, case-hardened settlement is made. In huge measure, that is why their tractors and other machines give such invariable satisfaction.

And the Turley organization believes in canvassing. It will be recalled that the boss made something of a mark as a canvasser in the earlier days of his experience. How natural that he should continue to see the virtue in canvassing! And the vice, too! Therefore his canvassers are canvassers plus. They do not take orders. They sell goods. Instead of the customary order-blanks, they are equipped with note and receipt forms and they close on the spot.

Mr. Turley has a sales epigram which weighs. He says: "In making a sale there is always a time to say, 'William, it's yours.'" There's a world of commercial sagacity in that epigram. It embodies the fundamentals of every sale and, in particular, it emphasizes the importance of closing it with absolute finality. Sale and settlement, according to the Turley methods, have little to do with delivery. The firm always has on hand bills of undelivered goods which have actually been sold.

They are simply awaiting their purchasers. Because of its clean, definite sales methods, the T. J. Turley Co. obtains the extreme maximum of work out of its invested capital. Lazy dollars are things that the Turley people don't know how to tolerate.

### Eleven Children.

Plenty of credit for the success of the business is liberally accorded by Mr. Turley to the members of his team. Of every one of them he is proud. Vice-President of the company is R. B. Flaherty, manager of the farm equipment department of the establishment. J. D. Hays is secretary and treasurer. Into his care falls the accounting end of the business.

One of the most remarkable organizations of the kind in the country is the Industrial Club of Owensboro. It has something like six hundred members. Two hundred of them are farmers. T. J. Turley had a large hand in organizing it. He also helped organize the old Tri-State Vehicle and Implement Dealers' Association, which has since resolved into the three state associations of Kentucky, Indiana and Ohio.

Despite all his mercantile triumphs, it cannot be recorded that T. J. Turley

never surrendered. In 1892 he completely capitulated to Miss Nannie Castleman of Glencoe, Ky., whom he married that year. They have eleven children, ten boys and one girl. Two of the boys are with the other Yanks in France teaching the kaiser the cost of doing war business. One is an artilleryman; the other totes a bayonet and knows how to employ it in a manner distinctly displeasing to Heinie. Both are sergeants. A third son is in the naval air service at the Great Lakes Training Station. Two more are in military school. All of the elder Turley boys have graduated from the Kentucky Military Institute.

### Sold on His Country.

As might be guessed, Mr. Turley is a passionate and practical patriot. He is so thoroughly sold on his country that, when it comes to a show-down, nothing else counts much. When he got back home from the Chicago convention he plunged into the midst of the Fourth Liberty Loan campaign and helped put Daviess County comfortably over the top. "Win the war" has been his slogan ever since we have had a war to win. Even "cash or note," comparatively speaking, has had to subside during the hostilities.

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## Large Sale of Small Separators for Next Year Forecast by the Dealers' Contracts Now Being Placed

By Martin Platt

IF dealers' contracts being made with the threshing machine manufacturers are indicative of the number of small separators to be sold next year, there will be a good many delivered to the farmers, a good many more than this past year, a banner year in small separator sales.

Throughout the entire country there was a demand for the small threshing rigs the past season as has been previously reported through these columns. A visit recently to the Kansas City, Mo., branch of the J. I. Case Threshing Machine Co. was productive of some most interesting information as to what some of the dealers believe in regard to the future of the



senting a business of approximately \$42,000. Their initial contract for next year shows that they still believe it a good business possibility. The

Pantle Hardware Co., Marion, Kan., has contracted for 10 small separators.

B. E. Mead and E. F. Berkeley, salesmen for the company, recently contracted with the Burlington Hardware Co., Burlington, Kan., for \$50,000 worth of small separators, tractors for their operation and tractor plows. The goods are scheduled for

spring delivery, the war permitting.

Contracts are estimates, some one may say, but when the dealer estimates

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THIS IS THE TYPE OF SMALL THRESHING OUTFIT THAT IS BECOMING DAILY MORE COMMON

small individual threshing outfits.

During the past year Doane & Jarvis, dealers at Arkansas City, Kan., sold 38 small separators, repre-



## ONE OF THE COMBINATIONS THAT'S WINNING THE WAR



This four-mule team hitched to a Government escort wagon was one of the hits of the Kane County Centennial parade held recently at St. Charles, Ill. The mules were not the only ones in the procession, however, as the parade took an hour and a half to pass a given point. The wagon is one of those manufactured by the Emerson-Brantingham Implement Co., Rockford, Ill., and now in use by the Government.

fashioned fanning mill, which, while good for cleaning out dust and chaff, was never intended for the finer and more profitable grading and separating. Usually the grower fed it at home, or such part of it as he could, allowing the cheapness and plentitude of grain to blind him to the waste and loss.

Naturally this has all been changed under present conditions, with grain of all kinds scarce and high in price, with financial prudence dictating that every bushel be handled to best advantage, and with patriotism calling for conservation and saving of every ounce of our resources. When the farmer learns from his local implement dealer that farm machinery is now produced, that at present prices will pay for itself in the saving of feed alone, on the first 300 or 400 bushels of grain handled, he sees at once a great help in solving the question of the high price of feed.

## Modern Implements Solve This.

Still more vital to the farmer with mixed grain is the fact that progress in the implement manufacturing world has given him farm machinery that will enable him to successfully separate, for example, his mixed wheat and oats. No longer need he accept a reduced price for the product of his labor, but by marketing each grain through its proper channel and for its proper purpose, realize the full and fair market price for each. His patriotism is gratified by the knowledge that he is no longer subject to the criticism of the Food Administration for feeding wheat to live stock, but that he is assisting to the fullest degree, by putting into the channels of human consumption, for our country and our Allies, every grain of wheat that he raises.

Millions of bushels of wheat have been saved to the country by this means, and millions more will be saved as the knowledge becomes better diffused. The implement dealer is the spreader of this gospel of economy and conservation. Not only is he alive to the best and most modern methods and machinery in the preparing of the seed bed, the cultivation and harvesting of the crop, but his knowledge and interest extend as well, to the best methods of handling and marketing. In this he is but building for the future of his business, his community and his country.

Russell W. Stewart, 62, for many years in the implement business, died recently at his home in Holley, N. Y.

The 1918 food reserve is the only safe insurance for 1919 food supplies.

## Solving the Mixed Grain Question

By W. F. McCullough

Secretary and Manager, Watkins Mfg. Co., Wichita, Kan.

THERE has never been a time in the history of our country when farm products, their quality and volume, have been of so great importance to both producer and consumer, as at present. This, of course, is due to war conditions, with the increased demand and the decreased man power for satisfying it. The importance of this is evidenced by the slogan, "Food will win the war," and the resultant high prices have brought prominently to the fore, every approved plan, not only for increased production but for decreased loss and waste, once it has been produced.

Not many years ago, quite recently in fact, grain was cheap and plentiful. A little more or less produced, a little more or less wasted, was not viewed with the concern that it now is. In marketing, farmers were docked for foreign matter in grain, for cracked and shriveled grain, and for mixed grain, but did not consider it worth their while to separate these before selling. The dockage, figured in dollars and cents, mounted only one-fourth to one-third as high as at present.

Then, too, feed of all kinds was relatively cheap and the shriveled and cracked grain, while of as high feed value as the whole, was not considered worth saving but largely given away by reason of the reduced prices or dockage applied by the grain buyer.

## The Mixed Crop Was a Waste.

Also, there were many thousands of cases of mixed grain, notably wheat and oats. This was particularly in evidence in the winter wheat belt where in case of partial winter killing of wheat, farmers would drill oats in the wheat field. In nearly every case a considerable percentage of wheat would come on with the oats, resulting in a mixture of from 20 to 50 percent wheat. Of course, no mill would use it for grinding, their machinery will not make a satisfactory separation. The feed buyer would dock it because he preferred straight oats and usually the more wheat it contained the heavier would be his dockage. Perhaps the farmer knew of no successful farm machine for separating such mixtures, or possibly he tried the old



# The Return Loads Bureau—Why It Is Important and How It Is Working Out in Colorado

By L. K. Cameron

Chairman, Return Loads Bureau, Colorado  
Highways Transport Committee

THE Highways Transport Committee of the Colorado State Council of Defense is planning to "sell" motor truck transportation to the entire state on Nov. 15. Governor Gunter has declared that date as Motor Transport Day.

Arrangements have been made for meetings, at which four-minute speakers will appear, in every town in the state. Parades are to be staged in all of the large cities. The state is being placarded with posters. Motor car dealers are giving their financial cooperation to the plan by the use of advertising space in the papers.

One of the most important divisions in the work is that of the Return Loads Bureau. The first thought of every patriotic American today should be, "Am I doing something to help win the war?" The Return Loads Bureaus are doing their part in this great work.

The establishment of Return Loads Bureaus was first instigated as a war measure. Far seeing people realize that not only are the bureaus serving their purpose today, but once established will be a permanent feature.

The establishment of Return Loads Bureaus is a very important feature of our Nation's war campaign of con-

servation of equipment and supplies. The personnel of the bureaus in each community are thus given their opportunity to serve their country. We cannot all fight in France, however, we have our opportunities here to serve.

Members of Return Loads Bureaus should realize that the position which they fill are responsible ones and they owe it to their country to fill these positions to the best of their ability. Those in charge of the Colorado Return Loads Bureaus have accomplished much. Bureaus have been established in every city of any importance throughout Colorado.

The best men for the position in every community are at the head of these bureaus. Most transportation companies both large and small listed with the Highways Transportation Committee have been notified of the location of these Return Load Bureaus.

All of our work will be for naught and these bureaus ineffective unless the merchants, manufacturers and farmers realize the importance of

using them. Not only that, we must have one in every town in the state, no matter what its size.

We have been asked, "What are the functions of the Returns Loads Bureaus?" The first duty of the Return Loads Bureau is to eliminate the empty return trip. Hundreds of trucks are running loaded to points within fifty or seventy-five miles and returning empty. This empty haul must be eliminated as much as possible.

The Return Loads Bureau must be as well known and as popular as an express office and its location in every town should be as familiar to every merchant and farmer as the front door of the moving picture theater. We cannot accomplish results by appointing committees who take their appointment merely as an honor. It is an honor to be thus appointed, but it is what is done after the appointment that is going to count in the final reckoning.

The prime object of the Return Loads Bureau is naturally to provide capacity loads for trucks returning to their home towns and the members of the Return Loads Bureaus should advertise by every means possible to the

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IN THE GREAT NORTHWEST—A COMBINED HARVESTER AND THRESHER ON A WASHINGTON WHEAT RANCH





## The Protection Against False Pretences in Business

I AM getting a number of inquiries from merchants and manufacturers who are being made victims of unscrupulous competition, and want to know what they can do about it. They all seem to feel that they ought to have some special law forbidding the particular kind of fraud they suffer from. An instance is the following letter:

Omaha paint dealers are complaining of dishonest contracting painters who take jobs for which certain grades and brands are specified and who then use inferior substitutes. The inferior material soon demonstrates its worthlessness and the owner of the property, thinking that the specified brands were used, makes complaint to the manufacturer.

There is no law in Nebraska—so they say—which would make conviction possible. Do you know of any law now in force, anywhere, which these paint men could have introduced?

The Omaha paint trade will mightily appreciate your suggestions.

I also have other inquiries involving precisely the same questions, as follows:

One from a ready made clothing dealer who asks what he can do to stop a local competitor from advertising part cotton cloth as all wool.

One from a grocer who wants relief from a chain store competitor who advertises for 21 cents a coffee represented to be "regular 35-cent coffee."

One from a fur dealer who says a competitor, by inventing a series of meaningless names for furs, is deceiving the public as to values.

### All Come Under the Same Law.

I have replied to these, telling practically the same to all, viz.: that no special law, forbidding fraud in the sale of paint, or clothing, or coffee, or fur, is needed to stop these fraudulent schemes. All of them, and an innumerable number of others, are phases of the crime of obtaining money under false pretences, and can be punished as such.

Perhaps I need not say that there is also a civil remedy against them. The victim of the paint fraud, for instance, could sue the fraudulent painter for the difference in value between what the painter was to furnish and what he did furnish. The inquiry,

however, is to what criminal remedy there is and I shall confine my answer to that.

I believe I am warranted in saying that every state in the Union has a general law making false pretense a misdemeanor. Under this law all such frauds as those under discussion can be punished. The offense, in all these statutes, is almost always described about like this:

Knowingly or designedly by false pretense obtaining from any person money or goods with intent to cheat or defraud any person by the same.

These false pretense statutes are an outgrowth of the common law, for it was also a criminal offense to obtain money from anybody by false pretenses under the common law, which means the unwritten law of immemorial custom. Under them a man may be arrested and sent to jail if he contracts to supply a certain grade of paint and furnishes an inferior grade; a grocer can be arrested and imprisoned or fined if he sells as "a regular 35-cent coffee" a coffee which is no more than a regular 21-cent coffee, and so on.

### A Few Typical Cases.

The following, for example, are typical false pretenses which have been punished under these general false pretense laws:

Falsely marking casks as to quality or quantity (Iowa).

Obtaining advances of money on misrepresentation of ownership of property (North Carolina).

Obtaining credit under false pretenses (many states).

Obtaining materials to be used in one building and then using them in another, with intent to defraud (Missouri).

Obtaining money by check, knowing that the check won't be paid (Illinois).

Obtaining money by false pay rolls (Ohio).

Obtaining money by any representation that the buyer was to get greater value than he subsequently got (Massachusetts).

And there are many more, the gist of all of them being the same, viz.: getting money or some other advantage by a misrepresentation which is to the victim's disadvantage. Here is a simple guide by which you can test any act as to whether it is a criminal false pretense:

1. The statement or representation must be actually false and must be made by the man you are seeking to charge with it, or somebody acting with or for him.

2. He must have known of its falsity.

3. The person defrauded, must have relied upon it.

4. The author of the false pretense must have intended to defraud through it.

5. It must have been successful.

Just apply this to the paint fraud and see how completely it fits the whole five points. No doubt at all that the thing is a false pretense and the authors of it can be arrested.

In addition to the general false pretense law, many states have additional laws covering special frauds, such as, for instance, obtaining credit under false pretenses. But even though they only have the general false pretense law they are not helpless.

## A Recent Decision Affects the Cut Price Situation

TOUCHING the right of a manufacturer of a branded or trade marked article to compel the dealer to resell at a fixed price, about which I have written several times, a decision just handed down by the New Jersey Court of Chancery is attracting much attention, and the trade are wondering what effect it will have upon the general fixed price situation.

In a recent article I explained what that situation was, viz.: the United States Supreme Court had decided, in two talking machine cases, that nobody who sells something outright to a dealer who intends to sell it again, can legally dictate to that dealer the

price at which he shall resell, and that this is the law whether the article sold is patented or just a plain article of commerce, like a package cereal. It was further explained that the Federal Trade Commission had ruled that a manufacturer must make no effort to even influence a dealer who bought his brand to sell again, as to his resale price, and, further, that he could not refuse to sell goods to a price cutter merely because he cut.

Into this situation, created, remember, by the Supreme Court of the United States, has come the New Jersey case, in which Ingersoll & Bro., makers of cheap watches, are the



plaintiffs, and Hahne & Co., Newark, N. J., department store people, are defendants. Hahne & Co. bought a quantity of Ingersoll \$1.35 watches, to which was attached a notice that they were to be resold at not less than \$1.35. The Ingersoll concern had also very largely advertised the watch to consumers at \$1.35, and had done all they could to establish it at that price.

#### How Company Got An Injunction.

Hahne & Co. cut the price to about cost and were at once made defendants in a suit for injunction to prevent them from selling the watch at a cut price without first removing the manufacturers' name and guarantee. Note that the injunction was not to prevent them from selling the watch at a cut price, but to prevent them from selling it at a cut price with the manufacturer's name and guarantee on it. This marks the difference between this case and all previous fixed price cases, in which the point of removing manufacturers' name and trade-mark did not arise.

The court granted the injunction, on the ground that the United States Supreme Court decision did not cover the exact point raised, which (this is my phrasing) was this:

Admitting that under the Supreme Court decisions, Ingersoll & Bro., when they sold their watch to Hahne & Co., could not fix the resale price, does it follow that Ingersoll & Bro. are obliged to see the price cut while their name and trade-mark are on it?

The court said that while Ingersoll & Bro. were undoubtedly obliged to allow the price to be cut, they were not obliged to see it cut with their name and guarantee on the watch, and it therefore enjoined Hahne & Co. from cutting the price of the Ingersoll watch without first removing the name and guarantee.

#### Must Drop Manufacturer's Name.

The theory of the decision is that allowing a branded article to be cut with the manufacturer's name and trade-mark on it, means the depreciation of the value of the watch in the public's mind, and therefore the partial destruction of the manufacturer's trade-mark, reputation and good will. The court said this:

When a retailer purchases articles through a jobber in New York, which articles have become known to the public generally through extensive advertising as standard priced, with knowledge that the articles are sold under conditions that they are not to be resold at less than the standard price without removing the manufacturer's trade name and guarantee, with the preconceived purpose of offering them to the public in this State at a price less than the standard, so that the public may believe that all the goods in the store are similarly low priced, whereas in fact they are not, he will be enjoined from selling at less than the

## March 3-8, 1919!

¶ Nearly four months intervene between now and March 3, when National Farm Equipment Repair Week is scheduled to open.

¶ Nevertheless, it is not a day too soon for dealers to lay their plans for making the 1919 repair campaign a far greater success than it was last season.

¶ Some dealers have already obtained an extraordinary number of orders for parts, and farmers in many sections are displaying a marked disposition to arrange for their repairs before the year is over.

¶ These are good signs, indeed, of real progress.

¶ Let the whole trade now give thought to complete preparedness for National Farm Equipment Repair Week, March 3-8, 1919.

¶ It will take a lot of intelligently coordinated work to "put it over."

¶ Why not start now?

standard price without removing the manufacturer's trade-marks and guarantee.

It is well recognized that a person has a property interest in his trade name and good will, and will, even in the absence of statute, be protected against injury to that trade name and good will.

In a nutshell, the court held that selling one article at cost was a device to persuade the public that everything else in the store was relatively as cheap, which was a deception, since everything else was not as cheap, and that a manufacturer's name and trade-mark and advertising could not be used as an instrument for that deception, particularly in a way harmful to the manufacturer involved.

#### Will This Decision Stand?

This decision was partly made under a New Jersey statute, which is not the law in other states. The court expressly said, however, that Ingersoll & Bro. were entitled to the injunction also under the common law, which, if true, means that any state could adopt it as the law without a statute.

The decision, if it is to stand, being applied, means this:

Any retailer can cut the price of Kellogg's Toasted Corn Flakes, but before he does he must remove Kellogg's name and trade-mark from the package.

He can cut the price on Victor records, but not until he has removed all Victor earmarks from it.

He can cut the price of E. & W. collars, but only after he has erased the E. & W. trade-mark. And so on.

In other words, if the manufacturer insists upon it, the retailer cannot cut a branded trade-marked article until he has removed everything from it which would make the cut effective, viz.: the manufacturer's name, trade-mark, guarantee, etc.

What chance has this decision to stand? I shouldn't like to hazard much of an opinion, but I will say this: When the case gets to the United States Supreme Court, which it may do, my guess would be that this whole plan will be found to be merely another device on the part of a manufacturer to circumvent the court decision that he who sells an article cannot and must not seek to control the resale price.

I believe it will be considered a mere device, because in most, if not all cases of branded or trade-marked articles, the dealer cannot remove the manufacturer's name and trade-mark without destroying the thing itself. Therefore, if the only way you can sell at a cut price is by destroying the article, it comes to this, that you can't sell at all at a cut price.



# Implement & Tractor Trade Journal

1886

1918

Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALLGEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, NOVEMBER 9

WHEN there are sufferers around Curtis M. Johnson, the dealer of Rush City, Minn., can't be comfortable; that's why he wired for aid in behalf of the Minnesota forest fire victims to the manufacturers' convention.

At last the national prayer of the Germans seems on the point of being answered. For years they have been hymning "*Die, Wacht am Rhein*," and as we press pressward it looks as though the said *Wacht* is just about dead.

APROPOS of the fact that Private Liberty Pease of Iowa has been awarded the Distinguished Service Cross in France, we hereby serve this notice upon William the Damned: That's the kind of peace we're going to get.

ONE of the speakers at the N. I. & V. A. convention gave Scripture this interesting and up-to-date twist: "After the war the swords shall be beaten into plowshares and the cannon into tractors." For our part, the revision can stand. There never was much of a run on spears and pruning-hooks in the implement business, anyhow.

PUT up at a hotel the other day wherein the rooms were of that restricted capacity characteristic of cells in a monastery. Ours was about seventy-two by a hundred and eight—*inches*. When we went to bed we had to remove therefrom the Gideons' Bible and deposit it in the place occupied by us while exchanging our day clothes for our nightgown. Of the merry life of the traveler we sing!

WELL, we paid our usual visit to the polls Tuesday and are willing to take a chance on whispering, though Hun spies be about, that we voted on the war records of every candidate, despite all importunities from one side or the other to line up solid-like. And speaking of spies, why not give 'em the run of the place? If they're worth half their salt to the German government, everyone would wireless something like this to kaiserbill: "*Gott im Himmel!*" Shtop, if you can; if you can't, kvit!"

## THEY BELONG TOGETHER

THERE has been a good deal of unnecessary alarm in what we may call the old-line implement trade as to the possibility that tractor distribution may be "automobilized" to the hurt of the farm equipment dealer. This theme has been much discussed, but it will be a long time before the last word is said.

It must first be remembered that when anyone inveighs against the dangers of the automobile trade, with respect to the tractor business, he is also inveighing against a heavy percentage of the farm equipment trade itself, for many implement dealers have long successfully sold automobiles in connection with their business. Thousands of implement dealers have handled motor cars along with their plows and harrows for years. Indeed, they have in large measure supplanted their horse-drawn vehicle business, once so voluminous and profitable, by adding automobiles.

Essentially, there is nothing about the automobile itself nor the automobile brand of salesmanship and merchandising to inspire unusual awe in the implement man who has never carried motor cars. A good implement dealer and a good automobile dealer, to unscramble them for the moment, have nearly every business virtue in common, yet there is ground for the belief that the farm equipment dealer who handles cars with his other lines has points of mercantile superiority over the exclusive automobile man.

The motor car has come to be accepted as such a common article of farm equipment that, in the broader view, it is difficult to consider it apart from the other things that go to equip the farm. Yet there are a few dealers who attempt so to consider it.

Every bit of significance in that term, "farm equipment," must be driven home in this trade before it can reach the level to which it is rising. Dealers must stop thinking of tractors and automobiles and wood-saws and disk harrows as remotely related articles. They belong together and, although it may be advisable to departmentize them, in some instances, they should all come out of the same local repository.

## THAT REPAIR CAMPAIGN

AT the conference between the National Federation delegates and the manufacturers' sales managers in Chicago some difference of opinion developed as to the most suitable time for holding National Farm Equipment Repair Week. The manufacturers had thought the campaign should be made in November

of this year. But the dealers made the indisputable point that if the campaign should be held so early little or no time would be left for the vitally important preliminary work of publicity. The objection was found to be so sound that after a little discussion the dealers' proposed time for holding the campaign, the second week in March, 1919, was accepted.

Last year when the first national repair campaign was conducted the retail implement trade had scarcely more than a month to prepare for the drive. As the inevitable result, the campaign did not yield nearly as much for the cause of war-time conservation and agricultural efficiency as some had expected. Nevertheless, it proved to be distinctly worth while and, with four months instead of one in which to plan and advertise the campaign, the results for the next crop-raising season ought to be far more substantial.

It is believed in some quarters that for the season of 1920 National Farm Equipment Repair Week should fall in November of next year. If an increasing number of farmers can be induced to order repairs five or six months before they are actually needed, it ought to win some kind of a "*croix de guerre*" for the implement trade. As a matter of fact, in some sections of the country the more progressive farmers are already showing a tendency to put their implements and machinery in repair before they are put away for the winter. That is the complete consummation toward which everybody should work.

## AN ENNOBLING CUSTOM

A representative of the Implement & Tractor Trade Journal happened to be calling on an Indiana business house about noon one day recently. At 12:15 a bell rang. All the office managers, employees and visitors, who chanced to be present, gathered in the main lobby and devoted ten minutes to the singing of patriotic songs and a silent prayer for the successful termination of the war and the safety of our soldiers overseas.

There is an indefinable something about such a service that is deeply impressive. The effect, to put it with restraint, can be nothing but salutary. How wholesome it is to put aside every other business, even for a few minutes, and devote the time to spiritual contemplation of the cause nearest all loyal hearts! This plan has been pursued in some of the city department stores and we are wondering whether it would not be an excellent idea for implement houses to adopt it.



# Running the World's Biggest Wheat Farm

**P**HILIP S. ROSE, writing in a recent issue of the *Country Gentleman*, gives an interesting description of the operations of a syndicate which is farming 200,000 acres of Indian land. The project has resulted in the world's biggest wheat farm. Thomas D. Campbell is the president of the Montana Farming Corporation, which is farming the land on reservations in Montana and Wyoming.

The work of the tractors in these big operations is most interesting. Mr. Rose says of the tractors:

I spent two days on the Crow Indian reservation, on which farming operations began the first part of July. On Aug. 29, the day I arrived, the tractor crews were in the field by sunrise and worked until dark. They were making an attempt to set a new plowing record, and they succeeded. I may say in passing that this demonstration was not staged for my especial benefit, because I arrived unexpectedly and unannounced.

The field selected for the plowing lies a few miles south of the town of Hardin and within sight of old Fort Custer. In fact, it was used in early days as a field for artillery practice. It contained perhaps five hundred acres, none of which had ever been broken by the plow. The field was 2.9 miles long and sloped toward the north. The grade on the south end I estimated at 6 percent. The soil was dry and rather hard, but free from stones except on one or two gravelly knolls that blunted the plowshares badly and made frequent replacements necessary.

Fourteen tractors entered this field at sunrise and, with the exception of about two hours devoted to taking pictures, they plowed steadily until dark. Four of these machines were of the 40-60 size and pulled ten bottoms each. Nine others pulled six bottoms, and one small machine pulled four. At the end of the day's work more than 350 acres had been turned over.

## A Remarkable Tractor Test.

In many respects this was the most remarkable tractor performance I ever witnessed, and I have seen most of the big demonstrations both in this country and in Canada. For one thing most of the machines had already plowed close to a thousand miles in the hardest kind of new-land breaking. None of them had ever been in a shop for repairs and, during the two months of their operation they had been driven by men who never handled

a tractor before in their lives and were unfamiliar with farm work. Yet every one of the fourteen tractors worked twelve hours and every machine came in with its load of plows without showing any distress.

The only preparation that was made for the contest was to take up a few bearings the day before and see that the carburetion and ignition systems were in working order. This work was all done in the field with no more tools than the usual engineer's kit.

Incidentally, I never saw a better job of plowing. The furrows were laid over cleanly and, except where the sagebrush was quite high, every particle of vegetation was buried. Packers were hitched behind every plow and these greatly improved the appearance of the plowing. No tilted

furrows were left in the field and every furrow was pressed down flat.

Outside of the foreman, a general repair man, and perhaps two or three other men, the entire crew was composed of young men below draft age drawn mainly from the high schools of Minneapolis. Very few of them had ever done any farm work before, and they knew practically nothing about tractors. I asked Mr. Campbell if he used any system in selecting his men, and he said: "Yes, we try to get boys from good families who have been brought up well. We tell them before they start that the work is hard and the hours are long and that lily-livers and nurslings are not wanted. What we want is red-blooded boys that are willing to work, who have brains and are honest. We prefer those who have an aptitude for mechanics. We tried this plan out in California," he continued. "It worked there and it is working here. We have a fine bunch of boys and they like the job. They beat any gang of old hard-boileds or I. W. W.'s in the world. We try to keep that sort out of our organization. All they do is make trouble."

## Farming on a Large Scale.

At the time I visited the reservation about 7,000 acres had been plowed, and seeding was to begin the following week. In one field six disks were at work, all pulled by tractors. It is expected that about 10,000 acres will be planted this fall to winter wheat and next spring another ten or fifteen thousand acres will be seeded. Plowing will continue until the ground freezes this fall and with the plowing that will be done next spring it will be possible to plant considerably more to spring wheat than to winter wheat.

The land is all selected by the Government agents and contracts are made with the individual Indian allottees. The reservation is badly cut up with hills and gullies, but, by making a careful selection, it is possible to find blocks of contiguous tracts of five to ten thousand acres each. There are, of course, many smaller tracts of a quarter or a half section, but, unless these lie close to a large level body of land, it would not prove profitable to attempt to include them in such a large project.

The Crow reservation is approximately eighty miles long and about fifty miles broad. It contains about thirty thousand acres of irrigated lands along the Big Horn river and

(Continued on page 28)

## Trade Conventions.

### November.

Mid-West Implement Dealers' Association, Omaha, Neb., Nov. 13, 14 and 15; Secretary, James Wallace, Council Bluffs. Implement show in connection.

Michigan Implement and Vehicle Dealers' Association, Kalamazoo, Mich., Nov. 13, 14 and 15; Secretary, L. F. Wolf, Mt. Clemens. Implement show in connection.

Ohio Implement Dealers' Association, Columbus, Nov. 20 and 21; Secretary, E. E. Whaley, Springfield.

### December.

Iowa Implement Dealers' Association, Des Moines, Dec. 3, 4 and 5; Secretary, T. F. Wherry, Hampton. Tractor show in connection.

Illinois Implement and Vehicle Dealers' Association, Peoria, Dec. 3, 4 and 5; Secretary, W. L. Derry, Vermont. Implement show in connection.

Indiana Implement Dealers' Association, Indianapolis, Dec. 4, 5 and 6; Secretary, T. H. McGeorge, Covington.

Oklahoma Hardware and Implement Association, Oklahoma City, Dec. 10, 11 and 12; Secretary, W. B. Poreh, 204 Indiana Building, Oklahoma City.

South Dakota Implement Dealers' Association, Sioux Falls, Dec. 3, 4 and 5. M. G. Drake, secretary, Vermillion, S. D.

Wisconsin Implement Dealers' Association, Milwaukee, Dec. 11, 12 and 13; Secretary, R. G. Nuss, Madison. Implement show in connection.

### January.

Minnesota Implement Dealers' Association, Minneapolis, Jan. 7, 8 and 9, 1919; Secretary, C. I. Buxton, Owatonna.

Mississippi Valley Implement Dealers' Association, St. Louis, Mo., Jan. 21, 22 and 23; Louis J. Ringe, Secretary, St. Charles, Mo.

Mountain States Hardware and Implement Association, Denver, Col., Jan. 21, 22 and 23; Secretary, W. W. McAllister, Boulder, Col.

North Dakota Implement Dealers' Association, Fargo, Jan. 22, 23 and 24; Secretary, R. A. Lathrop, Hope. Implement show in connection.

Pacific Northwest Hardware and Implement Association, Spokane, Wash., Jan. 15, 16 and 17; Secretary, E. E. Lucas, Spokane.

Texas Hardware and Implement Association, Dallas, Tex., Jan. 21 and 23. Secretary, A. M. Cox, Dallas.

Western Retail Implement, Vehicle and Hardware Association, Kansas City, Jan. 14, 15 and 16; Secretary, H. J. Hodges, Abilene, Kan.

### February.

Fourth Annual National Tractor Show, Kansas City, Mo., Feb. 10 to 15; Guy H. Hall, Secretary Kansas City Tractor Club, Sweeney Building, Kansas City.



# The Lauson Tractor Burns Kerosene

A LIST of the more prominent kerosene burning tractors should include the Lauson tractor, manufactured by the John Lauson Mfg. Co., New Holstein, Wis. The Lauson is of the four-wheel type of machine and rated at 15-25 hp.

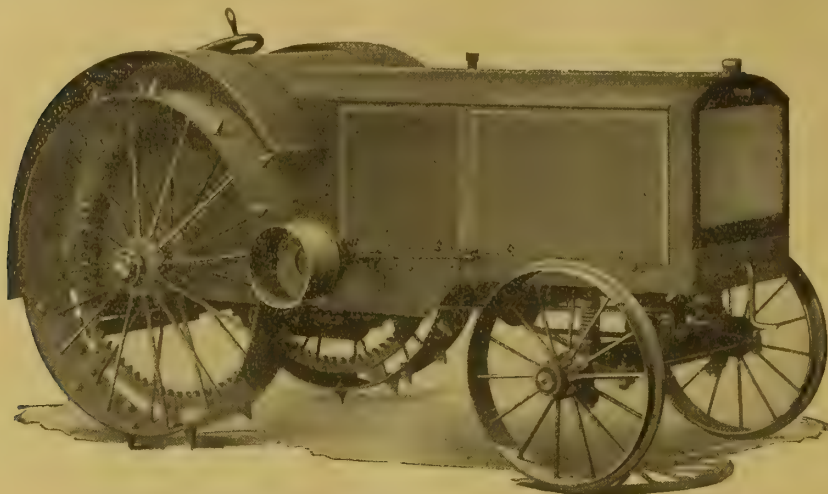
Its power is supplied by a Lauson-Beaver heavy duty, four cylinder,  $4\frac{1}{2} \times 6$ , valve-in-head motor. It is

equipped with an extra heavy crank shaft and large bearings throughout. The motor has a super-sized manifold, specially designed and perfected for the use of distillate or kerosene.

The tractor is constructed with a view to being entirely dustproof, all

equipped gear shift locking system makes it practically impossible for an operator to strip the gears. Heavy duty Hyatt bearings are on the rear axle and Timken bearings in the front wheels. Speed adjustment for belt or field work can be made from the driver's seat.

The Lauson has two speeds forward and one reverse and will make  $2\frac{1}{2}$



THE LAUSON TRACTOR IS BUILT TO PULL THREE OR FOUR PLOWS

equipped with an extra heavy crank shaft and large bearings throughout. The motor has a super-sized manifold, specially designed and perfected for the use of distillate or kerosene.

miles an hour on high and  $1\frac{3}{4}$  miles on low. The maximum speed of the motor is 1,000 r. p. m. and the minimum 600 r. p. m. Three or four plows are recommended and 24 to 30-inch separators.

Other Lauson specifications:

Traction Wheels—Four-wheel type, with two traction members in rear, 54x12.

Length—136 inches.

Width—74 inches.

Weight—5,800 pounds.

Turning Radius—20 feet.

Lubrication—Splash and force feed system.

Carburetor—Kingston.

Ignition System—Dixie high tension magneto.

Cooling System—Perfex radiator, fan and pump.

Belt Pulley—18x8; 475 r. p. m. and 950 feet per minute at normal engine speed.

## La Crosse Tractor Co. Meeting.

Distributors of the Happy Farmer tractor held their third annual sales meeting at the factory of the La Crosse Tractor Co., La Crosse, Wis., this past week. All of the sessions had a good attendance. It was announced at the meeting that, effective Nov. 1, the price of the La Crosse Happy Farmer would be advanced from \$1,075 to \$1,150, owing to the increased cost of materials and labor since the previous price was established.

Following the meeting W. A. Jones, advertising manager for the company,

announced that aggregate orders placed during the meeting fully covered the entire 1919 output. It will be necessary, Mr. Jones stated, for dealers desiring to secure contracts for the La Crosse tractor and tractor drawn implements for the coming year to arrange at once with the distributors, as well as the company, to serve first those who first place their orders. It is going to be increasingly necessary, as well as desirable from all standpoints, that dealers desiring to do a tractor business shall stock the tractors and tractor drawn tools, together with repairs for both adequate to the service that will naturally be required in their territory, if they expect to stay in the game.

The Government has limited production and the La Crosse company will probably not be able to produce more than 4,000 Happy Farmer tractors this coming year, it was stated at the meeting, unless the war conditions should so develop as to release larger quantities of material.

The business, so far as the company is concerned, is in a remarkably satisfactory condition, barring the limitation of production, and as soon as conditions permit contemplated expansions will at once be put into effect.

One evening of the session was devoted to visualizing before the distributors their extensive advertising campaign. W. A. Jones outlined the plans in a general way and described new literature. He went into details as to the follow-up plans and made suggestions as to the distributors' and dealers' methods of closing up deals.

C. R. Ferrall of the Mac Martin Advertising Agency, Minneapolis, gave an enlightening analysis of tractor possibilities and conditions, of the work that other manufacturers are doing in the advertising field, of methods of handling advertising and publicity. Then he explained in detail the comprehensive scope and plan of the La Crosse advertising, showing the original drawings of a number of the full page and double page color plates that are appearing in the Country Gentleman and other publications, and which have been repeated in similar form throughout the entire list of between fifty and sixty farm publications, with a circulation of 7,000,000 subscribers.

C. N. Beer of the staff of Successful Farming, formerly advertising manager of the Emerson-Brantingham Co., gave an address of unusual inspirational power on "How the Sales Department Should Cash in on Advertising."

A field demonstration was held one



A LAUSON JOB OF PLOWING

working gears are enclosed and run in oil. The selective type, sliding gear transmission, with Nuttall special treated gears is incorporated in the design. It has a dead rear axle, with a heavy and strongly constructed rear axle.

Its manufacturers claim that a pat-



day, the performance of the La Crosse machines adding to the enthusiasm of the meeting.

### Service Schools Arranged

To help farmers use power machinery more successfully, the J. I. Case Threshing Machine Co., Racine, Wis., has announced its seventh annual service schools to be conducted in all parts of the United States and Canada. This course is a complete practical course in farm tractors and power machinery in general, and is extended to all farmers and operators free of charge.

The course lasts one week in a place, and the work is divided into three branches: Lecture and Introduction, Repair and Shop Work and Tractor Operation and Work on Tractors. The course will take up the following subjects:

**The Motor**—Its principle, operation and adjustments; general motor troubles; loss of power; how to grind and reset valves; fitting pistons and rings; adjusting bearings; timing of valves and ignition with motor; lubrication of motors.

**Ignition System**—The different types and their principle; how to detect and remedy ignition trouble; adjustment and care of ignition system.

**Fuels and Carburetion**—Fuels, their comparison and use; carburetor trouble; adjustment of carburetor; kerosene and its use.

**Lubrication and Lubricants**—Oils and greases and their proper use; oiling systems, adjustment and care.

**Cooling System**—Cooling system explained, its proper use and care.

**Tractor Chassis**—Trucks and frame; transmission and gears; adjustment, overhauling and general care of tractor.

**Tractor Operation**—Starting motor and handling tractor; general operative subjects.

**Tractor Work**—Use of tractors for various operations; tractor work-belt work; proper use of tractor.

**Implements**—Hitching of plows and farm implements; draft of various implements; care and operation of farm implements.

The following schedule for the Western states has already been arranged and is as follows:

Billings, Mont., 2203-2217 Montana Ave., Nov. 19 to 23.

Spokane, Wash., Monroe St. and Boone Ave., Nov. 26 to 30.

Portland, Ore., 322 E. Clay St., Dec. 3 to 7.

San Francisco, Cal., Fifteenth and Kansas Sts., Dec. 10 to 14.

Salt Lake City, Utah, 238 West South Temple St., Dec. 17 to 21.

### Charles H. Hilt Dies.

Charles H. Hilt, manager for the state of Illinois for the Ohio Cultivator Co., Bellevue, O., died Oct. 11 at his home at Springfield, Ill.

An abundant harvest—a thankful heart—and safe reserves.



### IN FLANDERS' FIELDS.

(An Answer)

In Flanders' fields the cannon boom  
And fitful flashes light the gloom,  
While up above, like eagles, fly  
The fierce destroyers of the sky;  
With stains the earth wherein you lie  
Is redder than the poppy bloom,  
In Flanders' fields.

Sleep on, ye brave. The shrieking shell,  
The quaking trench, the startled yell,  
The fury of the battle hell  
Shall wake you not, for all is well.  
Sleep peacefully, for all is well.  
Your flaming torch aloft we bear,  
With burning heart an oath we swear  
To keep the faith, to fight it thru,  
To crush the foe or sleep with you  
In Flanders' fields.

—C. B. Galbreath.

### Marion M. Beal Dies in Service.

MARION MILTON BEAL, a member of the United States Marines and a son of I. W. Beal, a dealer at Moline, Kan., died Oct. 5 at Portsmouth, N. H., as a result of pneumonia contracted following an attack of influenza.

He was an only son and was associated in his father's business before his enlistment in the Marine Corps last April. He received his training at Paris Island and had been assigned for duty to the Portsmouth station. He had been home on a furlough and had just returned to duty on Sept. 15. He was buried in Ames Chapel Cemetery, Moline, Kan.

### Receives a Captaincy.

H. L. WHITMAN, JR., who was secretary of the Whitman Agricultural Co., St. Louis, Mo., up to the time the company went out of business, and who joined the service in the Ordnance Department, has been commissioned a captain in that division.

### Dies in Army Hospital.

MORRIS B. JONES, 21, son of W. M. Jones, secretary and a director of the L. C. Adams Merc. Co., Cedar Vale, Kan., died in an army hospital at Lawrence, Kan., Oct. 19, as the result of an attack of Spanish influenza.

The young man was a graduate of the Cedar Vale high school and spent two years in the University of Kansas. More than a year ago he offered his services to his country and was called last August. He enlisted in the University of Kansas Military Detach-

ment and began preparing himself for an Army radio operator, ranking high is his grades.

For more than a year previous to enlisting he was buyer and salesman in the hardware and implement department of the Adams store and enjoyed a splendid business. The funeral, which was held Oct. 20, in the Cedar Vale Cemetery, was said to be the largest ever held in Chautauqua County.

### Returns With Honor Stripes.

HARRY WAHE, former employe of the Sechler Implement & Carriage Co., Moline, Ill., has returned to his home in Moline with the stripes upon his sleeve signifying foreign service and injury in battle, and carrying an honorable discharge from the United States Army, according to the Moline Dispatch.

Wahe was a member of the old Company F of Moline, and went to France last July. He took part in some lively fighting near Soissons and suffered an injury to his shoulder.

### Do Not Need Silo Permits.

Many farmers have postponed the building of silos because of a rumor that permits from the War Industries Board were necessary for that purpose. This is a mistake, according to a statement by the War Industries Board through D. R. McLennan, chief of non-war construction section, Washington, in a letter to A. J. Meyer, director of the agricultural extension service, University of Missouri College of Agriculture. The building of a silo or other farm structure costing not more than \$1,000 is exempt from the permit requirements.

### Oppose National Trade Mark.

Opposition to the national trade mark law on the grounds that it would be detrimental to the interests of owners of well established brands was expressed in a recent report by the patent committee of the National Implement and Vehicle Association. The report was signed by A. B. McLean, W. G. Duffield, E. P. Lathrop, P. A. Myers and D. Seltzer.

### E.-B. Branches Merged.

The Emerson-Brantingham Implement Co. has announced the merger of its Harrisburg and Waynesboro branches.

Hereafter all of the business interests of that section will be taken care of through the Harrisburg branch, with W. P. Stacy, manager, and P. M. Cantner, assistant manager, in charge.



# News of the Industry

## DEAN C. DEMPSTER IS DEAD

### Factory Superintendent of the Big Mill Manufacturing Company a Victim of Influenza.

Dean C. Dempster, after a brief illness with the prevailing malignant influenza, which developed into pneumonia, died Friday, Nov. 1, at his home in Beatrice, Neb.

Mr. Dempster was born in Beatrice, Sept. 23, 1884. He was educated in the public schools of that city and St. John's Military Academy of Delafield, Wis., from which institution he graduated with the rank of captain in 1906. While pursuing his studies in school he took a prominent part in athletics. He was elected captain of the St. John's Military Academy foot ball team. Besides the valuable military knowledge which he acquired at the military academy, he also developed and retained a taste and aptitude for military service, the benefit of which his patriotic impulses strongly inclined him to give to his country in the present war by enlisting.

It was only because he was finally convinced that his duty to his family and greatest usefulness to his country alike required that he continue in his position with the Dempster Mill Mfg. Co. that he reluctantly relinquished his purpose to enter the military service as a volunteer. However, he took an active part in organizing the local home guards, and was elected captain of Company D. He diligently discharged the duties of this position and also assisted in drilling the selective service men who were subject to call, and though then feeling badly, was on hand at the Athletic Park for this work the evening when stricken with his last illness.

Twelve years ago he entered the service of the Dempster Mill Mfg. Co. as an employe in the shipping department of the factory. From that time until his final sickness, he faithfully and efficiently applied himself to the business of the company, and by his industry and ability, climbed up until in 1911 he became factory superintendent, charged with the responsibility of the entire manufacturing department.

He was always sincerely and intensely interested in the welfare of the employes and their families. That he had ability as an organizer was demon-

strated by the daily operation of the manufacturing department.

Dean Dempster is entitled to share with his father, C. B. Dempster, in the credit for the investigation and development of the Zimmerman Springs, and their acquisition by the City of Beatrice, which insures an invaluable and never-failing supply of water.

Of sound and keen judgment and unquestioned integrity and reliability, with an attractive personality, he was naturally a general favorite both in business and socially.

Dean C. Dempster was married to Hazel Underwood on June 29, 1910, and there was born to them two children, Doris and Charles.



DEAN C. DEMPSTER

Mr. Dempster was a member of the Presbyterian Church of Beatrice and was interested in all its activities. His father and mother were learning to lean hard on him as he gladly gave his generous strength to their comfort. His friends were never disappointed when they looked to him for encouragement and help. The boys in the Dempster shops have lost a sympathetic champion who was always patient and ready to see the other side of any question.

### Enters Business for Himself.

A. J. Heaton, well known through his connection with the vehicle division of the Studebaker Corporation, Kansas City, Mo., Moore Bros. Lighting Rod Co., Maryville, Mo., and the Parlin & Orendorff Co., Canton, Ill., has gone into the hardware business in Pawhuska, Okla. He and D. Ratner have purchased the A. B. Woods business in that town, and are doing business under the name of Mr. Ratner.

## A. P. YERKES WITH I. H. C.

### Former Department of Agriculture Man to Edit Harvester Company's Farm Equipment Papers.

Arnold P. Yerkes, one of the most prominent members of the Department of Agriculture, has left the position he has held for seven years, sold his farm in Maryland on the edge of the old Forest of Prince George, and said goodbye to his friends in Washington. Mr. Yerkes has left all the old scenes and associations and taken his place in the organization of the International Harvester Co. He will be editor of Tractor Farming and of other farm equipment publications.

In the spring of 1912, Mr. Yerkes became a scientific assistant in agronomy in the U. S. Department of Agriculture, having spent the preceding three years at Washington in the office of the Chief of Ordnance, and the three years before that at Philadelphia in the office of the Inspector of Ordnance of the U. S. Army. Mr. Yerkes before very long was promoted to the position of assistant agriculturist, becoming a full fledged agriculturist in the summer of 1918.

Every man on the scientific force with the Department of Agriculture at Washington specializes and is expected to specialize in some work. When Mr. Yerkes went to the Department, it was understood from his previous training and his tastes and inclinations that tractors would be his specialty. That proved to be the case. All his work for the last seven years has been on farm equipment, especially tractors.

Mr. Yerkes' work has been to secure information from men who own tractors for the use of others who own tractors, and for the use of those who expect to own tractors. The three concrete questions which he has followed back and forth across the country, wherever there are farms and farmers, were—where is the tractor profitable, why is it profitable, and where is it most profitable? The answers which Mr. Yerkes discovered to these questions found their way into publications by the Department of Agriculture and into personal and written messages to farmers whenever the opportunity came.

Mr. Yerkes' position in the industry was acknowledged when he was appointed to assist J. E. Cook, assistant



secretary of agriculture, in working out the plans of the Government for licensing tractor manufacturers, distributors and jobbers. Mr. Cook, with Mr. Yerkes to assist him, was given entire charge of this new plan, and in that way the two men were the point of relation between the Department of Agriculture and the tractor industry. These men, in cooperation with the War Industries Board, passed upon matters of priority both in the shipment of raw materials and in cars to carry the finished products.

### Call Off Iowa Tractor Show.

Because of the present abnormal conditions, due to the war, and because of recent rulings by the Government restricting the allowance of raw materials that enter into the construction of tractors, the Des Moines Thresher and Tractor Club has deemed it unwise to hold the proposed First Iowa Tractor Show. The announcement of the indefinite postponement of the show has been made by C. J. Dukeheart, secretary and treasurer of the club.

### Association Head Dies.

C. A. Knapp, Sioux City, Ia., president of the National Hardware Dealers' Association and pioneer Sioux City hardware merchant, died Nov. 1 at his home of heart disease.

### Changes in E.-B. Managers.

The Emerson-Brantingham Implement Co. has announced the following changes in its force:

E. J. Benedict, formerly manager of the Regina branch, became assistant manager of the Minneapolis branch Nov. 1.

C. N. Kisecker, formerly manager of the Waynesboro branch, has been transferred to the St. Louis branch as assistant manager, effective Nov. 1.

F. D. Bowers, formerly of the Waynesboro branch, has been promoted to the position of assistant manager of the Indianapolis branch.

P. M. Cantner, formerly general traveler for the Waynesboro branch, has been promoted to the position of assistant manager of the Harrisburg branch.

### Purchase Canadian Plants.

The General Motors Corporation has purchased the McLaughlin Carriage Co., Ltd., McLaughlin Motor Co., Ltd., and the Chevrolet Motor Co., of Canada, Ltd., all Canadian firms. The plants are at Oshawa, Ont., and branch houses are in various parts of the Dominion.

## NO BAR TO CONVENTION

### "Flu" Ban Lifted in Omaha and Dealers in Mid-West Association Are Completing Plans for Event.

Omaha-Council Bluffs, Nov. 8.—The implement men of Omaha, Council Bluffs, and the entire Mid-West territory rejoiced when the "flu" ban was lifted in Omaha at midnight Friday night, Nov. 1. This means that nothing now stands in the way of the Mid-West Retail Implement Dealers' Association conventions at the Hotel Rome in Omaha, Nov. 13, 14 and 15, and the Mid-West Implement and Tractor Show at the municipal Auditorium during that week. Secretary James Wallace of the association has now sold practically all of the space in the Auditorium.

President C. E. Gallagher and Secretary Wallace of the association believe that the attendance at the convention and show this year will be an unusually large one. Few dealers were in Omaha during Ak-sar-ben week, a time when they usually come in large numbers, and this is taken to mean that they were waiting for the convention. Then, too, few dealers have been in Omaha in the past four weeks, partly because they have been very busy at home, and partly because of the "flu." This will mean that many of them have put off their necessary trips to the Omaha and Council Bluffs implement jobbers and factories till this time.

The association is requesting that all dealers register at the association desk in the lobby of Hotel Rome, which is official headquarters, or at the desk of Secretary Wallace at the Mid-West show in the auditorium. Badges will be distributed to mem-

bers at these places. The membership committee, under the direction of Chairman A. E. Tunberg of Hooper, will have charge of the distribution. The new badge will bear the national colors.

The reception committee will be under the direction of Chairman Ed Lehmkuhl of Wahoo, former president of the association. Anto Hansen of Upland, Neb., will conduct a question box.

The local committee of the Omaha and Council Bluffs Implement and Vehicle Club has arranged some lively entertainment features for the big smoker which the club will give for the visiting dealers at the Hotel Rome Wednesday night, Nov. 13. Among the speakers at the convention will be F. R. Sebenthall, Eau Claire, Wis.; Will T. Graham, First Trust Co., Omaha; Floyd R. Todd of the National Implement and Vehicle Dealers' Association, and John W. Gamble, president of the Standard Chemical Co., Omaha, and chairman of the executive committee, Chamber of Commerce, Omaha.

### Stanley Cunningham Is Dead.

Stanley Cunningham, one of the most prominent implement dealers in the West, died Oct. 30 at his home in Norborne, Mo. Mr. Cunningham's death was due to pneumonia following a severe attack of influenza. He was 39 years old.

Mr. Cunningham was the owner and manager of the long established firm of Cunningham-Beckemeier Supply Co. at Norborne. Mr. Cunningham for several years had been very active in the work of the Western Retail Implement, Vehicle and Hardware Association and at the time of his death was a member of the board of directors of that organization.

He was widely known and quite prominent in implement circles. On account of his earnestness in the work his loss will be felt by the Western association. He is survived by his widow, one son, his mother and a sister. Mr. Cunningham's father was at one time president of the Western association.

### Postpone Ohio Convention.

The convention of the Ohio Implement Dealers' Association, scheduled at Columbus for Nov. 13 and 14, has been postponed to Nov. 20 and 21 on account of the influenza epidemic. The convention will be held at the Virginia hotel. A speaker from the Federal Trade Commission is expected.

## COOPERATIVE TRACTOR CATALOG

"The Red Tractor Book"

AND

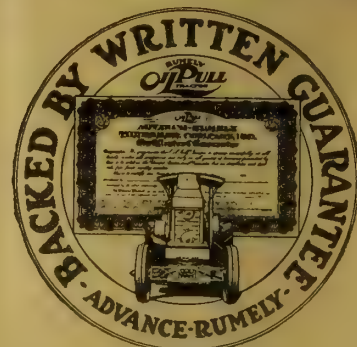
## MILLARD'S IMPLEMENT DIRECTORY

Published annually by  
IMPLEMENT TRADE JOURNAL CO.



# ADVANCE-RUMELY

## RUMELY OilPull TRACTORS LA PORTE IND.



THE OilPull lineup for 1919 includes two new sizes of these famous guaranteed oil burning, oil cooled tractors. This new product, like the old, follows the Advance-Rumely policy of conservative ratings. It is rated to conform to the S. A. E. plan—the advertised rating to be 80% of the maximum horsepower developed on the drawbar and belt.

The demand for the 14-28 OilPull was way beyond even our expectations, and many dealers who ordered late were disappointed. Our 1919 plans call for an increased production of this popular size, but our suggestion to dealers is not to delay placing their orders. For 1919, the 14-28 will be rated 16-30, to conform to the S. A. E. plan.

To meet an insistent demand, the 1919 line of OilPull tractors will be further augmented by still another size. This model has been displayed by us at the 1918 fairs and demonstrations, but will not come into quantity production for several months.

The reputation of the Rumely OilPull for power, dependability and economy is so firmly established that the principal thing of interest to the dealer is that these reliable outfits can be had for 1919 in all sizes from 3 plow to 10 plow. And further, that each size conforms to the OilPull standard design and construction. We give below a few of the specifications of the new models:—

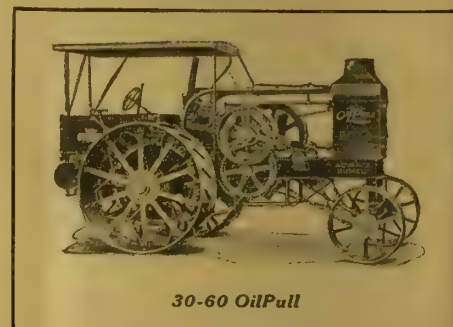
*Guaranteed kerosene burners.  
Two cylinder, low speed motor.  
Two forward speeds and reverse.  
Oil cooled.  
Low platform—short turning.  
Patented shifting device for belt work.  
Hyatt Roller Bearings.*

The "Big Boy," the 30-60, is of course in the line—but with its long-standing reputation in the field it needs no further comment. This standardized line of OilPull Tractors in sizes to fit every size farm, offers dealers a tractor sales opportunity second to none.

### Don't be Misled

The success of the Rumely OilPull Tractor has been so far reaching that the name OilPull has become almost a household word. So strong is its following, that like most good things it has been imitated. "OilPull" is registered and is our exclusive name and trademark—its use by other manufacturers as applied to their tractors is in violation of the law. For your own protection, just remember that there is only one OilPull—Rumely LaPorte.

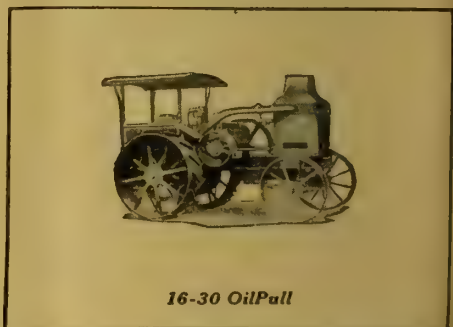
**ADVANCE-RUMELY THRESHER COMPANY**  
LAPORTE (Incorporated) INDIANA



30-60 OilPull



20-40 OilPull



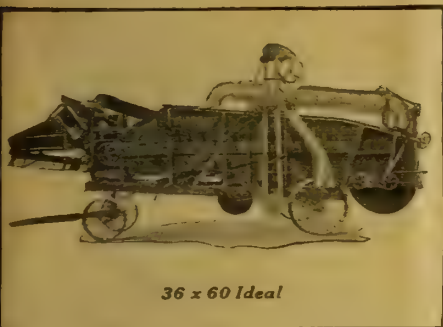
16-30 OilPull



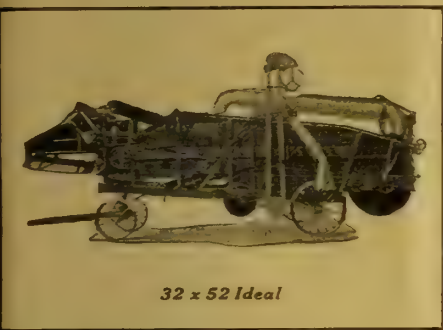


# LINE FOR 1919

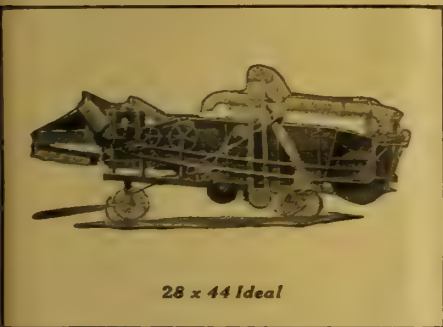
## *Ideal* SEPARATORS



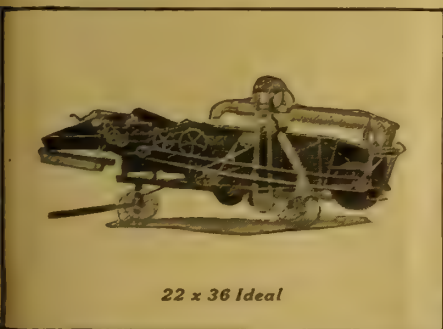
36 x 60 Ideal



32 x 52 Ideal



28 x 44 Ideal



22 x 36 Ideal

**WE** were called upon to give the farmer the best tractor built, and had to match it up by providing a grain separator of equal merit.

The Rumely Ideal Separator, like the OilPull Tractor, has made and holds, such a high reputation, that its superiority is unquestioned. With more than 20,000 Ideals in the hands of owners, its field performance is its best advertisement.

The 1919 line of Ideal Separators comprises four sizes—the 22x36, 28x44, 32x52 and 36x60 machines. This offers a size to meet every demand—from that of the farmer for his own use, to the needs of the custom thresherman.

The same principles of design and construction are common to all sizes of the Ideal—the small 22x36, a new size for the farmer's individual use, is just as much the old reliable Ideal as the big 36x60. Every size has the exclusive features that have put the Ideal in the front rank of grain separating machines:—

*Including the patented traveling slatted chain rake, the largest grate surface of any separator built.*

*Size for size, the longest straw rack of any separator built.*

*Lifting fingers on straw rack instead of common shakers.*

*Seven feet of extra chaffer length in grain pan, on larger models—smaller sizes in proportion.*

*All adjustments, oil and grease cups, on the outside.*

These are just a few of the Ideal exclusive features that make satisfied owners—and that's the only kind of customers you want.

### Ask Any Owner

The best way to size up the selling possibilities of any machine is to find out the kind of service it has given to the man who has bought it. So we suggest that you get the opinions of OilPull Tractor and Ideal Separator owners in your territory.

To back up the dealer, and through him to protect the best interests of his customers, we maintain 26 Branch offices and distributing warehouses, each with a complete stock of machines and parts—ready to give real service in machines, parts and expert help.

**ADVANCE-RUMELY THRESHER COMPANY**  
LAPORTE (Incorporated) INDIANA





# TRADE BUILDERS

It is a known fact among Oliver dealers that James Oliver No. 11 sulky plows are stimulators of a healthy sulky plow trade.

Your business can profit through the popularity of James Oliver No. 11 sulky plows. Every customer who buys one of these plows start a demand for James Oliver No. 11 plows that grows greater and increases in intensity as the years go by.

Its ability to do good work everywhere, its simplicity and strength, and its ease of operation for man and horse are features of the James Oliver No. 11 sulky plow that win the admiration of any farmer.

Placing your order now is your best assurance that you will receive a sufficient number of James Oliver No. 11 sulky plows for next season's business.

## Oliver Chilled Plow Works

Plowmakers for the World  
Kansas City, Mo.      Omaha, Neb.  
Dallas, Texas



## T. J. TURLEY, MASTER DEALER

(Continued from page 15)

Mr. Turley's brand of patriotism is the kind that expresses itself in progressive citizenship at home. It does not satisfy him to read the idealistic editorial page of the family daily; he insists upon getting out and putting some of the ideals into harness and compelling them to work for the community. That word, "Ideals," on his letterhead, was not put there altogether for customer consumption. The man means it and lives it.

## LARGE SALE OF SMALL SEPARATORS FOR NEXT YEAR FORECAST BY THE DEALERS' CONTRACTS NOW BEING PLACED

(Continued from page 15)

that he will need a certain amount of goods it is pretty safe to figure that at least that amount of goods will be shipped to him. It is more frequently the case that the estimate will run a little shy of the required amount of goods.

The best example of the belief in the small separators is evidenced by the record of D. M. McInturff, a salesman for the company in the northern Missouri territory. Mr. McInturff has sold six small separators for spring delivery that will go on six different retail dealers' sample floors. The separators will be right on the floor and in sight all of the time that the farmers are wondering whether the threshing crew will get around to their section at the right time to insure them against loss. Those separators should prove a mighty strong temptation.

And just another little angle is the fact that a tractor should go with every one of those separators you intend to sell.

## RUNNING THE WORLD'S BIGGEST WHEAT FARM

(Continued from page 21)

fifty to seventy thousand acres of level bench lands favorably located for tractor farming. All the work that has been done thus far has been done on the Crow reservation in the vicinity of the old Custer battlefield and on the Fort Peck reservation in the northern part of the state. There are five of the largest size tractors on the Fort Peck reservation, and twenty-seven on the Crow reservation.

The plan of operation, as outlined to me by Mr. Campbell, is to organize the project in five-thousand-acre units. Each unit will have its own group of permanent, modernly equipped buildings and will be in

charge of a farm manager. This man must be a skilled farmer and a good business man. Then there will be a general foreman, who will see to hiring the men and getting the work done. Each unit will be run independently and separately from any of the others except that all the accounting, the coordinating and the buying will be taken care of in the central office.

## The Reason for 5,000-Acre Units.

"Why do you choose five thousand acres for your unit?" I asked.

"It is the economical unit for this kind of farming was the reply. "We have tried out units of various sizes both in North Dakota and in California and five thousand acres seems to be about right. For example, take threshing. A farm of that size can afford to have one of the largest size threshers. It can afford to have both large and small tractors and the acre cost of machinery can be reduced to the minimum. This is not the case on a small farm, where the acreage is limited and the machines are not worked to their capacity. A 5,000-acre farm can afford to have more machinery and better machinery than a farm of smaller size, and machine work, when it can be applied, is cheaper than horse or man labor."

"You don't expect to use horses at all, then?"

"Not a horse or a mule will be used on any of the units. We shall do all our work with tractors and trucks. When harvest time comes I propose to buy a number of ten-ton wagons, make up a train of them and haul the grain to market with a tractor."

"What plan have you evolved for estimating the amount of machinery required?"

"That is a mere matter of figuring. Each harvester will handle twenty-five acres a day and we will put enough on each 5,000-acre unit to do the work in ten days. We will allow forty-five days to do the plowing and figure the tractors on that basis. Seeders will be figured the same way. We will hitch three eleven-foot seeders behind each tractor and use enough of them to finish the unit in a week. One thresher will take care of each unit. Everything is figured out to do all the work within a certain time."

## Goes With Charter Oak.

J. W. McGregor, for many years traveler for the Mitchell Wagon Co., has joined the sales force of Joel Turney & Co., Fairfield, Ia. He will cover his old territory of Kansas and Oklahoma, in the sale of Charter Oak wagons, farm trucks and extra boxes.



# Let Us Put You Into The Business Of Building Motor Trucks

You don't have to close up shop or run along barely paying expenses—you can build motor trucks at a good profit if you will annex yourself to the Lauton Plan and sell the Lauton Truck Unit in the right way. Make your average sale \$1000 to \$1500 and earn a profit on the entire truck—not merely on the truck unit.

## Big Profits Quick

The business world is clamoring for trucks, willing to pay a premium for immediate delivery. This is your opportunity to do a real service and be well paid for it. With the Lauton Truck Unit you have the "better half" of a truck. It's a real truck builder. Chasses, bodies, painting you can easily supply. You can build up a business in trailers also.

## Easy to Finance

The Lauton Plan for selling truck units, or rather for getting into the truck building business can be financed by any live energetic dealer. We have worked out a plan to help you—it is a real plan. But of course the details are only available to signed-up Lauton dealers.

## Carnegie-ize Your Business

The Lauton Plan gives you several profits in place of one. Instead of selling part of a truck at a part of a profit you sell a whole truck at a complete, adequate, satisfactory profit. This was the Carnegie idea—and it is the idea in which all big business is now working.

## Hundreds Are Doing It

The Lauton Plan is time tested. Hundreds of dealers are operating under it. They are enthusiastic. Men always are enthusiastic when they make money.

The book "The New Way to Sell Truck Units," will give you the proof—complete and specific—that the Lauton Plan pays handsomely. Don't be a skeptic. Write today. This plan will be worth thousands of dollars to you if you are able to control it for your territory. But you must act to do this.

## THIS FREE BOOK



Tells You How—  
Send For It.



# The Lauton Truck Co.

406 Sycamore Street

Youngstown, Ohio





THIS SEPARATOR DROPPED THREE FEET THROUGH A BARN FLOOR AND SUSTAINED ONLY A DENT

### Separator Survives a Cyclone.

A recent photograph shows the 22-36 Avery "Yellow-Kid" separator owned by Emil Knapp of Fennimore, Wis., after a cyclone had passed through that section this summer.

The separator had been on the main floor of the barn and the storm took the barn completely away, dropping the separator three feet to the basement floor. It sustained only a dent in the elevator pipe on the weigher, which can be clearly seen in the picture.

### Amazed at American Methods.

Harry Muir, 23, of Salina, Kan., a graduate of the Kansas State Agricultural College, who went to Camp Funston last December and became a sergeant in the garden service, is one of the men selected by the Government for agricultural reconstruction work in France, according to word from Salina.

Muir has charge of a 1,500-acre farm in France with 150 men under him, and he writes home that the use of up-to-date American farm machinery is revolutionizing farm methods in France and amazing the French peasants. He has all the latest farm machinery furnished by American implement factories, including 15 tractors. In one letter he said that the French farmers, who either plow with one horse or with two hitched tandem fashion, were amazed when he began plowing an immense field with four horses hitched abreast.

### Returns Home from Africa.

J. F. Koenig of Koenig & Son, implement dealer at Hanover, Kan., is rejoicing over the safe arrival home of his daughter, Bertha Koenig, from Monrovia, Liberia, West Africa. Miss

Koenig has just completed her first term as a missionary. She will stay at home this winter to rest and expects then to return for a four-year term. The first term was for two years.

### More Distributors Appointed.

The John Lauson Mfg. Co., New Holstein, Wis., has announced the following new distributors:

Tranter Mfg. Co., Pittsburg, Pa., will handle Lauson engines in western Pennsylvania.

Gibbes Machy. Co., Columbia, S. C., will handle Lauson tractors in North and South Carolina.

W. J. Dabney Implement Co., Atlanta, Ga., Lauson tractors.

Lone Star Motor Co., El Paso, Tex., will distribute Lauson tractors in Texas, New Mexico and southwestern Arizona. Stocks will be maintained at Dallas and Houston as well as El Paso.

Consigny Motor Truck Co., Des Moines, Ia.; territory, eastern Iowa.

W. R. Holmes & Son, St. Louis, Mo.; territory, eastern Missouri, southern Illinois, western Kentucky and northern Arkansas.

Mountain State Motor Car Co., Charleston, W. Va.; territory, West Virginia.

Dan W. Tait, Decatur, Ill.; territory, central eastern Illinois.

Charles Gray, Lamar, Ark., has signed a contract to distribute Lauson tractors in central Arkansas with headquarters at Little Rock.

McBee Engine & Implement Co., Memphis, Tenn.; territory, western Tennessee and the state of Mississippi.

Holt Motor Co., Watertown, S. D. The arrangements follow a personal visit of C. L. Holt, president of the company, to the Lauson factory.

### Indianapolis Office Closed.

The Westinghouse Electric & Mfg. Co., automobile equipment department, has announced that Dec. 1, 1918, it will close its Indianapolis office, now located at 512 Merchants Bank building, until after the war. The business for both the Indianapo-

lis and Chicago districts will be handled out of Chicago.

The automobile equipment department's office will be combined with the general offices of the company in the Conway building, Clark and Washington streets, Chicago. Prescott C. Ritchie, at present in charge of the Indianapolis office, will assume charge of the office in the new location.

In addition to soliciting equipment business for passenger cars and trucks, arrangements are being made to give special attention to the tractor field.

### New Distributor for Monarch.

G. E. Glaser, Chattanooga, Tenn., has been made southern distributor for the Monarch Tractor Co., Watertown, Wis. His territory will be Tennessee, eastern Arkansas, Mississippi, Alabama and Georgia.

### THE RETURN LOADS BUREAU—WHY IT IS IMPORTANT AND HOW IT IS WORKING OUT IN COLORADO

*(Continued from page 17)*

merchants and farmers in every community the availability of trucks for this work. Bureaus tend to eliminate railroad congestion, thus relieving the freight cars that are needed for the long hauls.

It provides the shipper transportation service that is even superior to express service. It solves the problem of expensive and profitless "empty" return loads. There are plenty of goods in the small towns and on the farms and it is the duty of the Return Loads Bureau to locate the goods and to bring the shipper in touch with trucks which may be available.

It is a duty of the Return Loads Bureau to bring to the attention of the shipper that it is his patriotic duty to make use of this system. We know that there are trucks available and we know that there are goods to move. The Return Loads Bureau must bring the two together. It will thus assist the Nation in solving a difficult transportation problem.

In these days of "Work or Fight," every man appointed to serve in any capacity whatever should feel himself honored by being allowed to lend his efforts toward the furtherance of the great cause and should cheerfully and conscientiously do his part, not giving what spare time he has, but sacrificing some of his pleasures and conveniences to the great end in view of "winning the war."



# Neverslip & Lightfoot Monarch Tractors

**LIGHTFOOT  
10-6  
1100 lbs. Drawbar Pull**

**NEVERSLIP  
20-12  
2200 lbs. Drawbar Pull**

**Three  
Models  
Meet Every  
Demand**

Monarch "Light-foot" 10-6 for small farms; "Neverslip" 20-12 for larger farms; "Neverslip" 30-18 for the hardest tractor work, give the dealer a model to meet every demand.

Prices are right for the work the tractor will do. They make the use of a Monarch Tractor a profitable investment for the man who buys.

## Have You Seen the Monarch Tractor?

If not, then the best tractor dealership that you can get is waiting for you to investigate. For three years the bulk of Monarch Tractors have been shipped to our Allies.

Now we are ready to open negotiations with aggressive and responsible dealers in this country who want to build up a permanent and profitable business in tractors.

## Proved "Over There" and "Over Here"

Monarch construction, the remarkable efficiency and working ability of the Monarch Endless Belt Drive, practically indestructible, have been proved not only in farm work but in war work.

The high draw bar pull, full development of the motor power into pulling power has been demonstrated.

The light tread of the Monarch, lighter than that of a man walking over the same ground, has been demonstrated not only on hard packed soil but in mud, in sand, and over the roughest driving conditions?

It's the light tread and the strong pull that makes Monarch the easiest to run and the cheapest to own of all tractors.

It's the broad, wide creeper belt of the Monarch that takes it where other types of tractors cannot go.

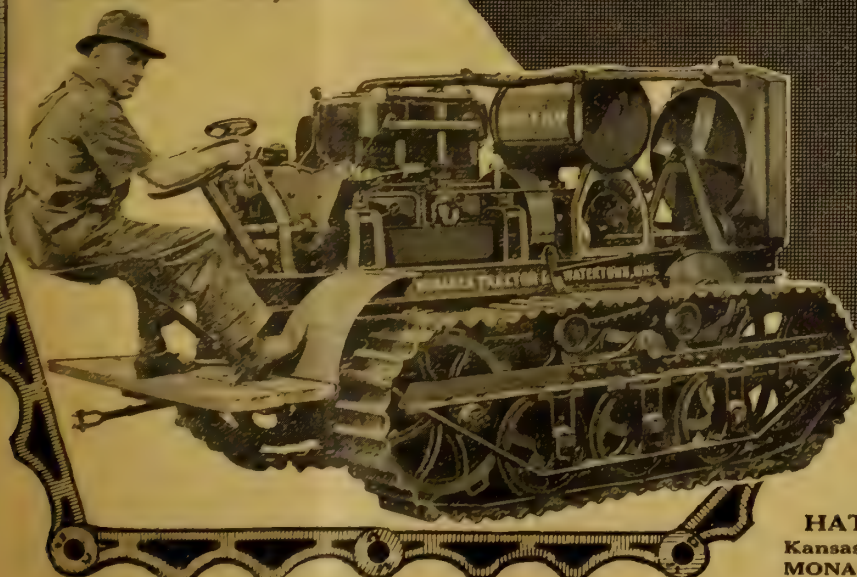
**NEVERSLIP  
30-18  
3300 lbs. Drawbar Pull**

**Act  
Now for  
the Future**

To dealers who secure our dealership now, we offer deliveries which will build up the right kind of a foundation for the piping times of peace when a Tractor Dealership will be the biggest money maker any dealer can have.

**Write for Our Proposition**

**HATHAWAY MOTOR COMPANY**  
Kansas City, Mo. Southwest Distributors  
**MONARCH TRACTOR CO., Watertown, Wis.**







## Leases Studebaker Bldg.

### Expansion of the Stowe Supply Co. Necessitated the Move.

Kansas City, Mo., Nov. 9.—Edward O. Faeth has arranged for a ten-year lease of the Studebaker building to be occupied by the Stowe Supply Co., of which he is president. The offices of the Stowe organization will be moved to the new location some time in December. The Stowe company for some time has occupied considerable storage space in the Studebaker building.

The vehicle division of the Studebaker Corporation under a sub-lease will continue to occupy quarters in the building. The Studebaker lease runs the same length of time as that of the Stowe Supply Co. Space now occupied by tenants other than the Studebaker Corporation will doubtless be taken over by Stowe at the expiration of their leases.

The rapid expansion of the business of the company necessitated the move to larger quarters. The building is the tallest and one of the largest in Kansas City's large wholesale implement district. It affords nearly a hundred and fifty thousand square feet of floor space in contrast to the twenty-eight thousand square feet in the building now owned

and occupied by the Stowe company at 1412-14 West Twelfth street.

The Studebaker building is one of the most commanding in appearance in the West Bottoms. It is ten stories high with a two-story tower and has excellent trackage and loading dock facilities. The company will have its general offices on the second floor and will use the first floor for its shipping rooms. The building will be remodeled to suit the requirements.

No announcement as to tenants for the building at 1412-14 West Twelfth street, owned by Stowe, has yet been made. In the negotiations for the lease the Stowe company was represented by W. R. Jacques and the Studebaker Corporation by S. B. Robertson, its manager.

### Now a Cushman Traveler.

T. M. Hill has accepted a place with the sales force of the Cushman Motor Works of Lincoln, Neb. Mr. Hill will represent the company in the northeastern Kansas territory and will make his headquarters in Kansas City. Mr. Hill has been traveling that territory for a number of years past and has a wide acquaintance among the dealers.

### Cleveland District Manager Here.

U. B. McCurdy has been appointed district manager for the Cleveland Tractor Co., with headquarters in Kansas City. Mr. McCurdy has offices at 1307 Waldheim building.

The territory which will be under the supervision of the Kansas City offices comprises Kansas, Nebraska, Colorado and Wyoming, also portions of Missouri,

Iowa and South Dakota. All of the distribution for that territory will be directed from the Kansas City offices.

### Travels for Deere in Texas.

J. L. Deffenbaugh has been appointed traveler for the John Deere Plow Co. in Texas. He will make his headquarters at Amarillo, Tex. Mr. Deffenbaugh is from Staunton, Va.

He will succeed S. I. Fredrigill, who had been traveling the Texas territory for the past six years. Mr. Fredrigill resigned to enter the retail implement business at Sterling, Col.

### T. N. Shambaugh With Noyes-Killy.

T. N. Shambaugh has accepted a position with the Noyes-Killy Motor Co., 1721 McGee street, and has been placed in charge of the business of the company in the distribution of the Wisconsin farm

## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year.



Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing. We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws. Write AERMOTOR CO., 2500 Twelfth St., Chicago



Welcome to our Office

Field  
Garden  
Flower  
SEEDS

## Garden—SEEDS—Field

Exclusively Wholesale

Send us your samples of Alfalfa,  
Sweet Clover, Cane, Millet,  
Sudan Grass, etc., for bids

Sample Mailing Bags Furnished free

Write for Our Weekly Price Card

We extend a cordial invitation to all  
Implement Dealers to visit us

## The Mangelsdorf Seed Co.

Atchison, Kansas

Established 1875





## Supremacy

Builders of America's foremost motor vehicles help  
to keep them *foremost* by equipping with

# FEDDERS RADIATORS

for Trucks, Passenger Cars, Airplanes, Tractors

## Fedders Mfg. Co., (Inc.)

Buffalo, N. Y.



tractor. For the past six years Mr. Shambaugh has been with the Jackson Automobile Co., Jackson, Mich. He was with the Bradley-Alderson Co. for more than three years prior to his service with the motor car company.

#### Salesman for Turner Tractors.

C. H. Troup will travel the northern Oklahoma and Wichita territory for the Jackson Motor Co., 1729 McGee street, distributors for the Turner tractor. Mr. Troup will make his headquarters at Wichita, where the Jackson Motor Co. has a branch.

#### Close I. H. C. Concordia Branch.

The Concordia branch of the International Harvester Co. will be closed Nov. 30. The territory is to be divided between the Lincoln, Neb., and Topeka and Salina, Kan., general agencies. This move had been under consideration for the past few years.

Henry L. Thieman, manager of the Concordia branch, will go to Lincoln as assistant to Manager C. E. Haney. D. A. Meek, assistant manager at the Concordia branch, will be a general traveler on cream separators in Springfield, Mo., Oklahoma City, Okla., Denver, Col., Crawford, Neb., Parsons, Wichita, Hutchinson and Salina, Kan., general agencies.

After Nov. 1 the rate for labor in unloading automobiles, trucks and tractors at the J. I. Case Threshing Machine Co.'s docks will be 60 cents an hour.

A. D. Joseph, repair department head of the International Harvester Co. branch, went to Salina last week to meet

B. L. Rees, district manager for the company.

A. Carlander, auditor for the J. I. Case Threshing Machine Co., Racine, Wis., who has been at the local branch for the past two weeks, has been taken to the Grace Hospital suffering from influenza.

#### A Compromise a la Hun.

Secretary Daniels said at a dinner in Washington:

"The Germans are already beaten, and we must not listen to their pacifist talk about a compromise peace.

"Compromise! Compromise makes me think of the story of Calhoun Clay.

"Cal said to Washington White one evening:

"Ye know, Wash, I useter steal, but since I got religion I guv it up. Last night, tho, in Peter Smith's shoe-store I seen a pair of cowhide boots jest my size, No. 14, and the devil he says to me, 'Take 'em, take 'em,' but the Lord say, 'No, let 'em alone; it's stealin'."

"You bet, Wash, I was tempted. I sure wanted them boots. Mine was all busted out at the back and sides. Yep, me and the devil both said, 'Take 'em.' The Lord said, 'No, it's stealin'"; but there was a majority of two to one agin' the Lord. And just then Mr. Peter Smith went inside, and there was my chance.

"The devil said, 'Take 'em quick now and skeddaddle.' I knowed I could take 'em and stick 'em under my coat, and get right away without nobody ever knowin'. But bress the Lord! Bress the Lord! Bress the Lord, I stood the temptation, Wash. I compromised, and took a pair of shoes."—Detroit Free Press.

Hub (growling at the food)—Steak done to a crisp and no white bread.

Wife—You know, dear, we must make some sacrifice these war times.

Hub—Well, I'm willing to sacrifice, but (pointing to steak), what about this burnt offering?—Boston Transcript.



**ASBESTOS BRAKE LINING**

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.

We can make any width up to 6 ins.

**STAYBESTOS MFG. CO.**

5549 Lena St. Philadelphia



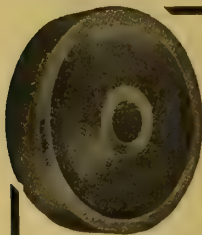
**LEWIS VALVES**

**CAN'T BE BEAT**

The Lewis Steel Products Company

4080 Detroit Ave.

TOLEDO - - - OHIO



Steel for Service

## Mr. Tractor Manufacturer

It is folly to expect a substantial and permanent demand for your tractor as the result of its excellent showing at a field demonstration.

Even inferior tractors may show up admirably under such a limited trial.

Almost constant service under full load, season after season, often at the hands of inexperienced operators, is the practical test to prove a tractor's merits.

And unless it has been equipped with a reliable and indestructible transmission, the tractor fails perhaps before its first job of plowing is done.

Therefore, if the tractor you build is to efficiently serve its purpose, safeguard against such failures by using gears cut from

### Carnegie Rolled Steel Blanks.

They stand up under the severe strain of tractor service without wearing or breaking, thus delivering a maximum of power to the drive wheels on a minimum consumption of fuel.

The same Carnegie Quality that has placed all Carnegie products ahead of their rivals is exemplified in Carnegie Rolled Steel Blanks.

They are made from an open hearth steel which only trained metallurgical engineers, skilled workmen and good equipment can produce.

Gears cut from Carnegie Blanks are of uniform strength and toughness throughout, light in weight and practically indestructible.

The mark of  
quality



It protects the  
user

## Carnegie Steel Company

General Office: Pittsburgh, Penn.

1170





# *R*adiation not just \* \* \* *R*adiators

If you respond to the appeal of the Mayo Radiator and hesitate at the price, just remember that the higher cost alone makes possible the distinguishing attributes of the Mayo Radiator.

**MAYO RADIATOR DIVISION**  
MARLIN-ROCKWELL CORPORATION  
143rd St. and Southern Boulevard  
New York

# MAYO RADIATORS





## "Quiet," Say the Dealers

But That May Mean Having Twice as Many Orders as Can Be Filled.

Omaha and Council Bluffs, Nov. 8.—Conditions in the implement trade here are peculiar just at this time. While some of the jobbers say business has been a little quiet, it is true that in many lines of goods the jobbers are still not able to supply the demand.

Of course, when a jobber now says

things are quiet he may mean that he has been able to get half way down to the bottom of the pile of orders that have accumulated on his file, while up to three or four weeks ago he could not make a dent in the pile.

The same jobbers who say the business has been a little quiet are able to show stacks of unfilled orders for gas engines, for elevators, for shoveling boards, for corn shellers, for certain tillage tools, and even for self binders for the 1919 harvest.

### Corn Husking Season Starts.

Corn husking is well started in the state, and where the crop is good as it is in many spots throughout the territory, the demand for shellers, elevators and shoveling boards has been particu-

larly active. The corn crop is particularly good in northeastern Nebraska.

### Nisco Block Men Meet.

Block men for the New Idea Spreader Co., Omaha territory, held a meeting at the company's office in the Sterling building in Omaha last week. J. A. Havens of Chicago, recently made general sales manager, attended. Plans for the coming year were discussed.

The annual meeting of the branch managers from Chicago, Kansas City, Omaha, Minneapolis, Harrisburg, Columbus, Indianapolis, Jackson, Mich., and Coldwater, O., took place at the home office at Coldwater a few days before the Omaha meeting. General Manager B. C. Oppenheim at that meeting told the managers the past year had been the best year's business the company has done.

### Training Course Enlarged.

Boys who enter the College of Agriculture of the University of Nebraska, which reopened Nov. 4, have access to a more varied course than ever before. The selection and care of field and forage crops is included, choice of good dairy cattle, care of milk and cream, study of the soil and the most modern and scientific ways to till it, and beside this the boys are to be taught how to operate a tractor. The new engineering building provides full equipment. Military training may be obtained in the school also.

### Exhibitors Still Coming.

Since the issue of last week, several more concerns have contracted for exhibit space in the Mid-West Implement Show in Omaha. These are Manson-Campbell & Sons Co., Kansas City, Mo.; Swedish Separator Co., Chicago; Smith-Lockwood Mfg. Co., Omaha.

The Nebraska White Co. of Omaha has taken the agency for the Parrett tractor.

B. G. King, manager for the Dempster Mill Mfg. Co., Omaha, has been away from his office several days on account of illness.

Several excellent rains recently have put the ground in excellent shape in Nebraska and Iowa, and wheat has made remarkable gains. Where farmers are not too busy with the corn picking, they are getting a lot of plowing done.

The Auto Power & Malleable Mfg. Co., Omaha, announces that it received inquiries from Spain, Portugal, Russia and Cuba in reply to an advertisement which appeared in the Implement & Tractor Trade Journal featuring the company's power transmitter.

W. I. Walker, president of the Walker Mfg. Co. of Council Bluffs and Omaha, manufacturer of the Overland packer and mulcher, raised some fine corn near Council Bluffs this year, and he attributes it to the work of his roller. He gives an instance of planting two fields side by side, rolling one and not the other. There followed a light rain, and the corn planted in the rolled field came up at once, while the soil in the field not rolled was left so loose that the wind dried up the moisture and the corn did not sprout until long afterward, when other heavier rains came. He says the first field made excellent corn, while the second made only second class fodder.



# Bennett CARBURETOR AIR CLEANER

A tractor manufacturer came to us with a worn out piston ring, and said:

"Six weeks ago this was new. Look at it now. What's the matter?"

"Dust and sand," was our reply, "they've ground it to pieces."

"Then for goodness sake make me something that will keep dust and sand out of my tractors."

To solve his problem, we invented the Bennett Carburetor Air Cleaner. The

Bennett Carburetor Air Cleaner removes dust and sand from the air before it enters the carburetor, thus lengthening the life of the tractor and decreasing fuel costs.

The Bennett Carburetor Air Cleaner is made in a size to fit every make carburetor. More than 40,000 are now in use. Send for information.

### Bennett Kerosene Carburetor

THE Bennett Kerosene Carburetor is the standard kerosene carburetor. For seven years the kerosene tractors equipped with it have been the leaders. The kerosene tractor must have a kerosene carburetor. Write and we'll show you why.

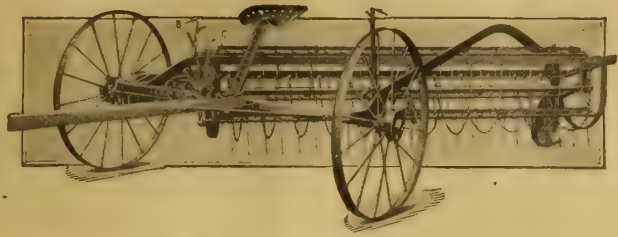
**WILCOX-BENNETT CARBURETOR CO.**  
Specialists in Kerosene Carburetors  
*Minneapolis*



# Popular Hay Tools

For Your Next-Season Line

# International — Keystone

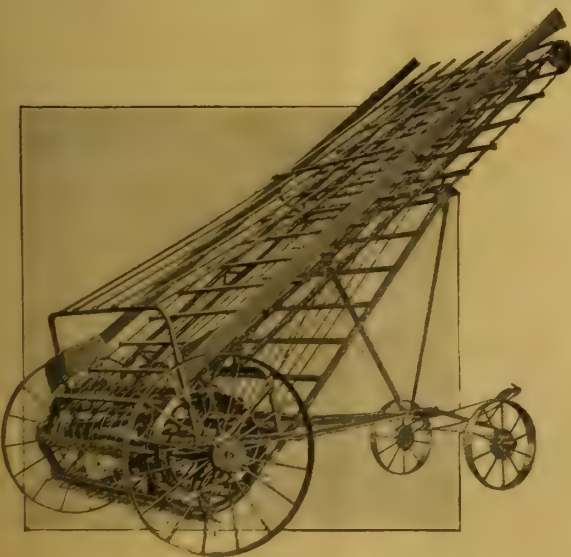


**T**HE new **International** and **Keystone Combined Side-Delivery Rakes** and **Tedders** were used by many hay growers this past hay season and they attracted the favorable attention of a good many more. These tools are rake-and-tedder. They rake clean, ted thoroughly, and handle the hay gently. They are left-hand delivery, which means they can follow the mower closely and strike the heads first (not the stems), getting the hay clean, and piling two swaths at once on the clean stubble (not on an unraked swath). They have many adjustments to meet every condition of hay and ground—instantly adjusted for rake or tedder.

**International** and **Keystone Windrow Loaders** are of simplest, most lasting construction. Pulled easily by two horses, they load uniformly, leave the field clean, lift hay over ten feet, do not thresh off leaves and blossoms, are sold with or without fore-carriage and are released easily from top of load.

Sizes and types in which these hay tools are made, and the special equipment available, give you the right tools for the right man in each case. The lines include also tedders, rake loaders, sweep rakes, stackers, and combined sweep rakes and stackers.

**International** and **Keystone Combined Side-Delivery Rakes** and **Tedders**, and **Windrow Loaders** should be part of your next-season line. With our thorough selling plan to help you, these hay tools will stand high among your business-getters. See the blockman early, or, better still, drop us a line now.



**International Harvester Company of America**

(Incorporated)

Chicago

U S A





## Corn Harvest Under Way

### Good Demand for All Lines of Corn Tools Caused by Feed Shortage.

St. Louis, Mo., Nov. 8.—With fall plowing and seeding practically complet-

ed, the demand for immediate shipment of farm implements is quiet, but as the corn harvest is under way, there is a fair call for all corn machinery. The scarcity and high price of all animal feeds encourages farmers to save all the available feed they have on the farms, and as a result pickers, huskers, shellers, shredders, grinders, crushers, cutters, loaders, cribs and silos are going to be used more extensively than for many years.

The prospect of a shortage of implements for next season is stimulating dealers to place contracts earlier than usual. Shipments are already being made to dealers in the South where early delivery was agreed upon.

### Weather Conditions Favor Crops.

Weather conditions have been ideal for plowing and seeding of winter wheat, the recent rains having helped wonderfully, and it is now certain that the acreage in Missouri and Illinois will be the largest on record. Planting is about finished, and in sections south of here the plant already is above ground and is doing well with occasional rains.

The weather has been favorable for harvesting and curing this year's corn crop, but the movement to market thus far is slow, partially due to the difficulty in obtaining sufficient labor for husking and shelling. To the south a large part of the crop is husked and in cribs.

### Tractor School for Dealers.

The J. I. Case Threshing Machine Co. will hold a tractor service school at its St. Louis branch, Dec. 10 to 14. The affair is in charge of W. S. Roberts, general manager in St. Louis. Tractor owners, operators and dealers in Missouri, Illinois and Arkansas will be invited, and a big attendance is looked for. The demonstrations will be held in the

Case warehouse at No. 700 South Seventeenth street in St. Louis.

Implement dealers in Arkansas report that the cotton and rice growers in the state are in a prosperous condition.

Z. A. Barker, formerly with the De Luxe Automobile Co. of St. Louis, and before that connected with the J. I. Case Threshing Machine Co., has rejoined the sales force of the latter company in St. Louis.

The International Harvester Co. branch in St. Louis has changed its city distributing organization for International trucks, which formerly worked from a central station, by giving agencies to five dealers, who now cover St. Louis and the adjacent district.

The Tractor Sales Co., St. Louis, has been organized to distribute the Leader farm tractor, made by the Dayton-Dick Co., Quincy, Ill., the territory covering southern Illinois and eastern Missouri. John Mittendorf, formerly with the Leader factory, has joined the St. Louis company.

St. Louis jobbers in tractors have been active this fall in giving practical demonstrations of their machines. The demonstrations were made in the vicinity of St. Louis and in adjacent towns, and the jobbers were quite successful in getting dealers interested in their tractors and closing contracts.

Although the Whitman Agricultural Co., St. Louis, has sold all the machinery for the manufacture of their line of hay presses, engines, corn shellers, cider mills, broadcast seeders and a full line of trucks, they still retain the patent rights, trade marks and good will for the sale of these machines, and large orders have been turned down because the line is temporarily off the market. An office is maintained in St. Louis where all parts for repairs can be obtained.

**MYERS CUSHION TIRE STORE LADDERS**

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—

There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within safe, easy, quick reach of clerks and stock-keepers—It saves unlimited time and gives your customers better service.

Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

**F. E. MYERS & BRO.**  
ASHLAND OHIO.

**BE SURE YOU ARE SELLING THE CANNON OILERS**

None genuine without this name stamped on side of can. Do not be deceived by cheap oilers made to resemble the CANNON.

**THE "CANNON OILER"**

**FORCES THE OIL ANYWHERE**

The Genuine Cannon Pump Oiler is built of the best of material, including all brass valves, valve seats and valve springs; heavily reinforced body and bottom construction, and with ordinary care will last a life-time. Spout lengths 6 in. to 15 feet. **Two Types: Brass or Tin.**

Insist on the Genuine Cannon Oiler for Economy, Safety, Convenience, Long Life.

Name Copyrighted. Original Patents Owned. All Rights Reserved.

Manufactured Only By

**THE CANNON OILER COMPANY**

Successor to R. E. BLOOMER,  
Keithsburg, Ill., U. S. A.  
Mfr's. The Original and Genuine  
"Cannon Oilers."

**An Age of Specialization**

In all lines of manufacturing, production is far behind demand, particularly in the farm tractor industry where every effort is being made to increase our food supply. Tractor builders are standardizing their product—are taking advantage of specialized tractor units, built outside and supplied to them complete ready for assembly. More and more they are calling upon us for Foote I-X-L Quality Gears and particularly for the complete Foote I-X-L Transmissions. Realizing this trend of affairs we mobilized facilities for quick production and today are supplying a large majority of tractor builders with gears and transmissions. We welcome other tractor manufacturers who can use our specialized resources.

**Foote Brothers Gear & Machine Co., Chicago, Ill.**



### D. C. I. TANK HEATER

The most practical heater on the market. Ask for circular and price.

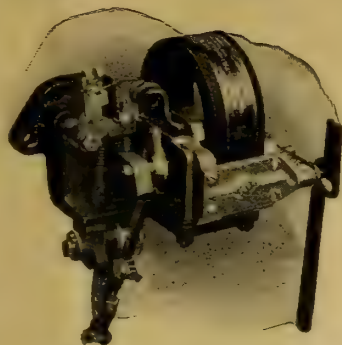
**STOWE**  
KANSAS CITY



All Gas Engines Are Not Equipped With

# WEBSTER TRI-POLAR OSCILLATOR

A great majority of engine users and dealers take it for granted that all stationary gas engines are equipped with Webster Tri-Polar Oscillators. Not always. A few manufacturers are seeking to take advantage of the universal acceptance of Webster ignition in their public announcements. They shout the merits of their engine in megaphone-bold type, but they can't even whisper the name of its ignition, because they know that every engine buyer naturally looks for and expects Webster ignition. As long as a few engine manufacturers adhere to this short-sighted policy, engine buyers who want Webster equipped engines should make specific inquiry on this point. Nearly half a million users know that the Webster Tri-Polar Oscillator positively banishes ignition troubles. Protect your prestige and your customers' investment. Make sure that the engine you represent or use is equipped with the only real oscillator—the Webster Tri-Polar Oscillator.



Remember—"If it isn't a Webster Tri-Polar, it isn't a real Oscillator."

WEBSTER ELECTRIC CO.  
Racine, Wisconsin.



An imitation is intended to sell on the strength of a reputation that belongs to somebody else's product—not on its own merits.

## HOTEL ROME "The House of Courtesy" OMAHA

### CONVENTION HEADQUARTERS

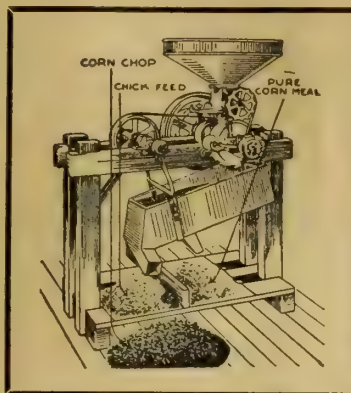
This bus makes all trains at all hours. When you arrive look for Hotel Rome Auto Bus upstairs. Fare 10 cents each way.



A modern Coffee Shop is being installed. Quick Service, Modest Prices, Sanitary. Open Nov. 15th. Fireproof sprinkler system—Complete Safety.

Management, Rome Miller.

When in doubt try a Classified Ad—Only 2c per word—Quick results—Send it in today!



## Introducing the New Liberty Mill

Made in 7 Sizes

### The One Mill That Meets Every Requirement and Sells Every Prospect

Put one on your floor—display it—let your trade test it and watch the sales multiply.

This mill grinds any small grain grown, making the finest table meals and flours as well as any grade or combination of Stock Food desired.

Made in 7 Sizes

You can successfully meet all competition for you will have a complete line of unusual advantages.

Get our proposition and complete description of this profit maker.

## Diamond Grinder Co.

310-12 E. 4th St.

Cedar Falls, Iowa



## The Sheldon Odorless Sanitary Closet

FASTEST SELLING ARTICLE in AMERICA

These closets are selling by the thousands and you should have your share of this business.

A necessity for invalids. A comfort for all members of the family. A preventive against disease. Do away with the germ-breeding out-house. A trip to the out-house in unfavorable weather may CAUSE DEATH. A Sheldon Odorless Sanitary Closet may avoid it.

Will Retail for \$18.00  
ORDER TODAY

Write for illustrated circulars and prices to

## A. V. NUTT

1424 St. Louis Ave., Kansas City, Mo.



Fig. 200—PLAIN

## EMPRESS

Brass and Steel Grease and Oil Cups

BUILT  
FOR  
SERVICE

Catalog V Upon Request

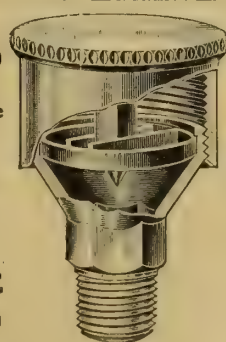


Fig. 249

## BOWEN PRODUCTS CORPORATION

Successors to Bowen Mfg. Co.

Auburn Division, AUBURN, N. Y.



## AMONG THE DEALERS

### Kansas.

Lawrence.—Green Bros. Hardware & Implement Co. will consolidate its stocks of implements and hardware and move both to 633-35 Massachusetts St.

### Minnesota.

Bronson.—The Swanson building and implement stock was destroyed by fire recently.

### Montana.

Bushnell.—Charles Gamble, Sr., purchased the implement and hardware business of Martin Quinlan.

Moore.—Moore Hardware & Implement Co. is successor to A. M. Matthews.

Laurel.—Billings Implement Co. closed out its stock here and moved it back to Billings.

Roundup.—B. C. Steele purchased an interest in the implement business of A. Shaw & Co.

### Nebraska.

Prague.—F. A. Votruba has engaged in the implement and hardware business.

### North Dakota.

Westhope.—Westhope Farmers' Implement Co. is successor to The Stephens Co.

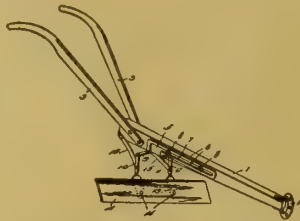
Golden Valley.—Neumann & Froeshle

### Texas.

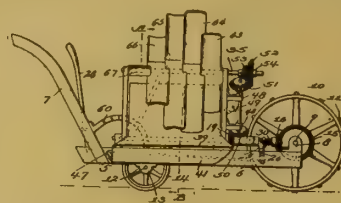
Millsap.—J. C. Roy, hardware dealer, requests catalogs on farm implements.

## Implement and Tractor Patents Issued September 17, 1918

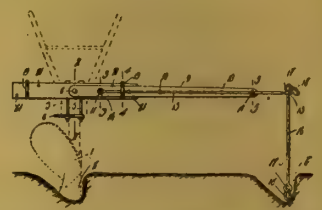
1,279,188. GRAIN-COVERER. GEORGE ALTER WALKER, Bakerhill, Ala. Filed Oct. 14, 1916. Serial No. 125,652. (Cl. 97-9.)



1,279,476. INSECT GATHERING AND DESTROYING MACHINE. FREDERICK STELLAR, Birmingham, Ala. Filed Feb. 24, 1917. Serial No. 150,783. (Cl. 43-1.)



1,279,031. PLOW-GAGE. JULIUS A. SPOTT, Greenwood, S. C. Filed Oct. 16, 1916. Serial No. 125,985. 97-83.)



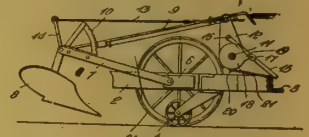
1,279,310. SEED-TESTER. ALBERT FREDERIC ESSLINGER, Ypsilanti, Mich. Filed May 31, 1918. Serial No. 237,463. (Cl. 47-30.)



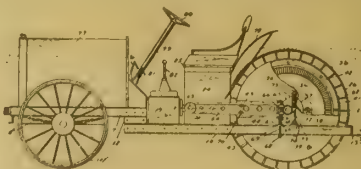
1,279,435. RIDING ATTACHMENT FOR CULTIVATORS. CHARLES N. PULSE, Lynchburg, Ohio. Filed Oct. 2, 1917. Serial No. 194,351. (Cl. 97-35.)



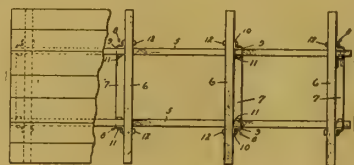
1,278,932. PLOW-RAISING MECHANISM. HALMER KITTELSON, Crookston, Minn. Filed Jan. 26, 1917. Serial No. 144,690. (Cl. 97-70.)



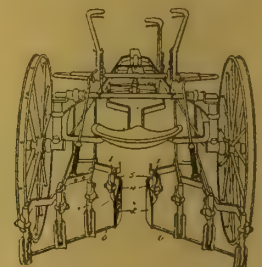
1,279,030. TRACTOR. NORMAN H. SOOY, Kansas City, Mo., assignor to The Kansas City Hay Press Company, Kansas City, Mo., a Corporation of Missouri. Filed Apr. 10, 1917. Serial No. 160,950. (Cl. 180-73.)



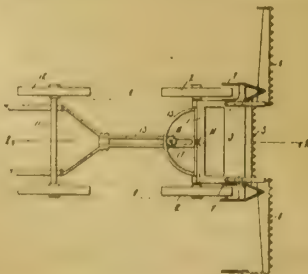
1,279,266. HAY-RACK. CHARLEY A. BORK, Paynesville, Minn. Filed May 4, 1918. Serial No. 232,554. (Cl. 21-74.)



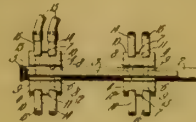
1,279,418. CULTIVATOR-FENDER. WILLIAM M. P. ASPERMONT, Tex. Filed Nov. 18, 1917. Serial No. 202,367. (Cl. 97-13.)



1,279,060. MOWING-MACHINE. EDWARD C. WILDER, Cuba, N. Y. Filed Mar. 18, 1918. Serial No. 223,155. (Cl. 56-78.)



1,278,868. CLAW FOR MILKING-MACHINES. JOHN H. DAVIES, Melbourne, Victoria, Australia. Filed Mar. 18, 1918. Serial No. 223,168. (Cl. 31-101.)



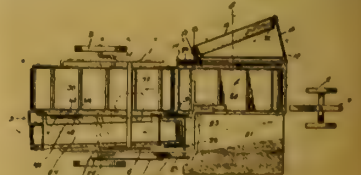
1,279,432. AGRICULTURAL IMPLEMENT. GEORGE DIETZ POWELL, Detroit, Tex. Filed Apr. 30, 1917. Serial No. 231,617. (Cl. 55-149.)



1,279,479. FARM-TRACTOR. EDWARD G. STORM, Lebanon, Ind., assignor of one-half to Samuel M. Storm, Lebanon, Ind. Filed Mar. 2, 1918. Serial No. 220,030. (Cl. 180-77.)



1,279,261. BEET PULLER AND TOPPER. WILLIAM CAMPBELL, Hoopesston, Ill. Filed Mar. 27, 1918. Serial No. 225,018. (Cl. 55-9.)





## ANSWERS

### This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### B1333 for Harrow Cart.

R. A. DANSKIN, Beaver Crossing, Neb.: B1333 is an inside sand cap for a harrow cart made by the Moline Plow Co., Moline, Ill. Your order has been sent to the Nebraska Moline Plow Co., Omaha, Neb.

## Sheet Metal Stampings

### Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding.

Estimates cheerfully furnished on your requirements

**The Bossert Corporation**  
UTICA, N. Y.



### Repairs for Separator.

GIBSON & CLYBORNE, Council Grove, Kan.: Repairs for the Milwaukee separator can be obtained from the Milwaukee Separator Mfg. Co., Milwaukee, Wis.

### P711 for Harrow Cart.

WARNER & SONS, O'Neil, Neb.: P711 is an axle pivot for a harrow cart made by the International Harvester Co., Chicago, Ill. Repairs can be supplied by the International Harvester Co., Omaha, Neb.

### No. 827 for Cultivator.

C. D. HEARD, Dalby, Tex.: No. 827 is a balance arm spindle casting for a cultivator made by the Brown Mfg. Co., Zanesville, O. Repairs can be furnished by the Brown Mfg. Co., St. Louis, Mo.

### Broom Corn Machinery.

J. F. BUHRER, Enterprise, Kan.: Broom corn machinery can be obtained from Shaw, Welsh & Co., Galesburg, Ill.

### H348 and H349 for Disk Harrow.

G. D. ROHR LUMBER CO., Grainola, Okla.: H348 is a lower spool box and H349 is a drawbar top box for a disk harrow made by the Rock Island Plow Co., Rock Island, Ill. Your order has been forwarded to the Rock Island Implement Co., Oklahoma City, Okla.

### S144 for Stalk Cutter.

H. S. CRAWFORD, Doniphan, Okla.: S144 is a box for the cutter head on a stalk cutter made by the Moline Plow Co., Moline, Ill. Repairs can be supplied by the Nebraska Moline Plow Co., Omaha, Neb.

### C573 for Disk Cultivator.

E. G. WALCOTT, Olustee, Okla.: C573 is a hub for a disk cultivator made by the Rock Island Plow Co., Rock Island, Ill. Repairs can be obtained from the Rock Island Implement Co., Oklahoma City, Okla.

### X40 and X87 for Disk Harrow.

W. Y. TENNYSON, Salina, Okla.: X40 is a spool and X87 is a frame piece for a disk harrow made by the Morrison Mfg. Co. A. F. Weber, Wichita, Kan., can furnish repairs.

### R314 for Hay Rake.

ELMER F. GRISSOM, Lingleville, Tex.: R314 is a hub for a steel wheel on a rake made by the Walter A. Wood Mowing & Reaping Machine Co., Hoosick Falls, N. Y., where repairs can be obtained.

### B117 for Disk Harrow.

GILKEY-JARBOE HARDWARE CO., Chickasha, Okla.: B117 is the left inside box for a disk harrow made by the International Harvester Co., Chicago, Ill. Repairs can be obtained from the International Harvester Co., Oklahoma City, Okla.

### Repairs for Disk Harrow.

E. O. PALMER, Ashland, Kan.: NH12 is a lower bearing box and NH5 and ND11 are the upper left and the right half boxes for a disk harrow made by the LaCrosse Plow Co., LaCrosse, Wis., where repairs can be obtained.

### Repairs for Mitchell Wagon.

LAS ANIMAS HARDWARE, Las Animas, Col.: Your order for a boxing for the Mitchell wagon has been referred to the John Deere Wagon Co., Moline, Ill.

### S116 for Grain Drill.

WILES HARDWARE CO., Cherokee, Kan.: S116 is a lift lever handle for a grain drill made by the Wayne Works, Richmond, Ind. Repairs can be supplied by the B. F. Avery & Sons Plow Co., Kansas City, Mo.

### Progressive Furnace.

D. J. SMITH, Talmage, Kan.: The Progressive furnace is handled in Kansas City by the Vanstone Furnace & Metal Works.

### Small Flour Mills.

HENRY LINK, Oklahoma City, Okla.: Small flour mills are made by The Wolf Co., Chamberburg, Pa.

## Malleable Iron Castings

QUALITY AND SERVICE

**JAMES F. WALSH**

32 N. Clinton St.

Chicago, Ill.

## CULLMAN SPROCKETS

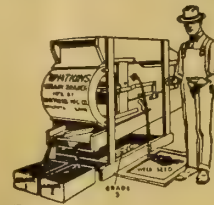
AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver-Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand. Catalog

**CULLMAN WHEEL CO.**

1347 Altgeld Street, CHICAGO



## Watkins

Grain Grader

Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

Large Capacity

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

**Watkins Mfg. Co.** 242 South Wichita St. WICHITA, KANS.

## Hayes CENTER-DRIVE PUMP JACK No 2

Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle.

Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the cheapest jack—special features unequalled at any price—the one compelling pump jack value.

You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

**HAYES PUMP & PLANTER CO., Galva, Ill.**

3, 7 and 9-in. stroke Back Geared 5 to 1

3, 7 and 9-in. stroke Back Geared 5 to 1

## New Harvey Bolster Spring

Patented February 1, 1916

Write for description of these wonderful New Bolster Springs. Made like finest auto springs; they ride easy with a light load and raise the box but a few inches. A trial order will convince you of their superiority.

**HARVEY SPRING & FORGING CO.**  
Manufacturers of Vehicle Springs  
RACINE - Box 46 - WISCONSIN



Showing Spring without Load



Showing Spring with Load



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## One Letter Was Missing.

One day some American military motor trucks were disembarked at a certain port in France. As they stood on the quay a group of British Tommies contemplated them.

"A-t-l-a-s," spelled one, regarding the cryptic letters in large capitals on the side of the huge vehicle. "Atlas. That's it's bloomin' name, I suppose," said he.

"U. S.," said another warrior, fixing his eye on a second inscription. "So they've come!" Then, picking up a piece of chalk which lay hard by, he added the letter "t" to the first legend, and behold, the proclamation read "At Last!"—E. H. Sothorn in Scribner's Magazine.

## AND HURRY UP ABOUT IT



Britisher—Sis! you run and get a spade to bury 'em.—Life.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—Cheap, four new Staude Make-a-Tractor for Ford cars. Write P. R. Carlin, Spalding, Neb. 11-9-4t

**For Sale**—Wagons at \$100.00 and Boxes at \$25.00. Two Grain Dumps and Elevators. L. G. Vincent, Missouri Valley, Ia. 11-2-2t

**For Sale**—Eight Rude Seventy Bushel Manure Spreaders, new, and will sell at a bargain. Address Berger and Schroeder, Dedham, Iowa. 10-26-4t

**For Sale**—Good well established hardware, furniture and undertaking business in prosperous territory. Exceptional opportunity to take over a going concern. Address Lock Box 19, Otis, Colo. 10-12-10t

**For Sale at a Bargain**—One hundred and fifty fourteen-inch walking plows; all new. Makers: John Deere, P. & O. and Moline Plow Co. At wholesale prices less 10 percent f. o. b. Leon, Ia. Purchaser given first and second choice. Bowsher & Bowsher, Leon, Ia. 11-9-2t

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

## POSITIONS WANTED.

**Position Wanted**—By an executive of ability and experience—20 years as sales manager and manager of credits and collections in one of the largest implement houses. Address 112, care Implement & Tractor Trade Journal. tf

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

**Position Wanted**—First class implement and tractor salesman to go into any territory where representation is needed. Can deliver the goods. Have had nine years of road experience in sales and settlements. Can hit the trail at once. Address Implement & Tractor Trade Journal. 11-9-3t

**Position Wanted**—Tractor salesman experienced in all phases of the work from territorial distribution down to the retail end, is open for engagement with progressive manufacturer who desires to increase

distribution with established accounts in addition to opening up new accounts. Address "M," Implement & Tractor Trade Journal, Woodman Building, Omaha, Neb. 11-2-3t

**Position Wanted**—As branch house manager for tractor, thresher or implement company. Can deliver the goods in that capacity—twenty-five years experience. Address R. J., care Implement & Tractor Trade Journal. 11-9-2t

## ACCOUNTANT

Thorough experience in every branch of implement business—retail, wholesale and manufacturing.

Good executive, loyal and energetic worker.

Two years traveling auditor for one of largest implement firms in United States.

Can handle general auditing, credits, collections and every detail connected with financial end.

Can give best references and will only consider position offering good opportunity for future. Address Box A-1, Implement & Tractor Trade Journal. 11-9-2t

## HELP WANTED.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. tf

**Wanted**—Experienced man for retail hardware and implement store in small town in Iowa. Prefer a man with knowledge of tractors and one exempt from the draft or with deferred classification. To a man that can deliver the goods will pay a good salary. Address "I W," care Implement & Tractor Trade Journal. 11-9-2t

**Three Experts Wanted Immediately**—Men with high grade mechanical ability in motor mechanic and tractor lines, capable of putting up a good job and in supervising departments training men who may be called into Government serv-

## The Closing Sign.

Harriet has been to Sunday school many times, but recently she made her first visit to church during regular services.

The opening prayer, it happened, was offered by a man who put his whole soul into his plea.

The prayer was so earnest, in fact, that again and again from the congregation came fervent expressions of "Amen."

Harriet nudged her mother.

"What is it, dear?" the mother asked.

"Everybody is saying 'Amen,' replied Harriet, "and I just wonder why the man doesn't quit."—Youngstown Telegram.

ice. Such men of leadership and ability who measure up to the standards of war service will be considered for responsible positions drawing good salaries and where their abilities will be in the limelight and quickly recognized. Will appreciate assistance of any manufacturers who can direct such men to apply. State full particulars and experience in first letter. Address "H. G.," Implement & Tractor Trade Journal tf

## MISCELLANEOUS.

**Wanted to Buy**—American steel fence posts. State price and quantity. Dunlap & Son, Woodston, Kan. 11-9-2t

**Wanted to Buy**—Davenport Roller Bearing Wagon Gears, Narrow Track, 5,000 lbs. capacity, 3-inch tire, 40-44 or 48-inch wheels. Must be cheap and not too badly shop worn. Lon R. Stansbery, Tulsa, Okla. 10-26-3t

**Manufacturer's Agency Wanted**—We wish to represent the following lines: gas and oil engines, tractors, dairy machinery, refrigerating machines, feed-mills, corn shellers, huskers, shredders, pumping outfits, tanks and towers. Also a good salesman and erector on the above lines. Box 514, Selma, Ala. 11-9-3t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf



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Frank M. Dampman, Mgr.

OMAHA

KANSAS CITY

MINNEAPOLIS

## Away With the Half-Baked Sale

By Martin Platt

**A**FTER a dealer has succeeded in selling a tractor to a farmer why is it that in nine cases out of ten he is absolutely satisfied just to sell the plow that goes behind it and then gives no consideration to the possibilities of other tractor implements that his prospect really needs?

That is just the way that a salesman who makes a specialty of tractor drawn implements put the question the other day. He questioned whether the dealer was satisfied to such an extent with his profit from the tractor and plow that he could afford financially not to expend the energy necessary to put over a sale of additional implements.

"It is not a question of being satisfied with the profit from the tractor and the plow," said a second traveler recently recruited from the retail ranks, "but merely a failure to understand the ease with which the additional sales and profits can be made."

"It is just as easy to sell a farmer three implements with a tractor as it is to sell him one, I believe that because I have watched it. A little educational propaganda promulgated during the time that the tractor prospect is being convinced of his need for a

power driven outfit should prove all that was necessary."

By that time the first road man had grown firm in the conviction "that the dealer was not only overlooking one of the 'one best bets' but he does

that he is not giving the proper consideration to another, especially one with whom he hopes to do business in the future and on whose success in a measure his own success depends, calls for explanations.

If it is just as easy to sell a man three implements as one with his tractor what should the three implements be? The farmer is buying the tractor

to be used chiefly in plowing, that means to be used in preparing seed beds. If that is true then he needs a tractor harrow and a pulverizer.

He needs a tractor disk harrow and a pulverizer. The best seed bed on any farm is one that comes from under a pulverizer after it has been properly plowed and harrowed. It would have been an impossibility to use a pulverizer on a farm where horses furnished the power, but with a tractor the situation is altered.

Before after

a man had finished his plowing and then gone over the ground a second time with a harrow his teams would have been worked almost to the limit. It would have been unwise to have pulled a heavy pulverizer over the fields and then have to start right in on the drilling of the seed.

The tractor will speed up his plow-



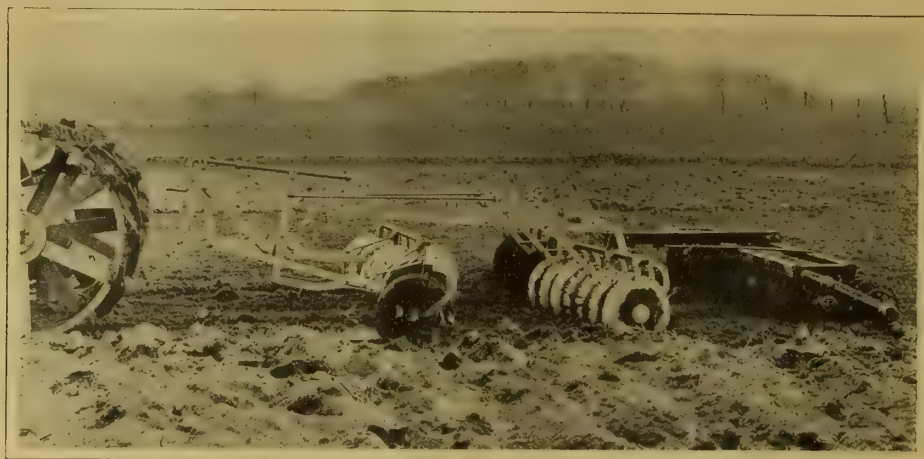
NO MORE PERFECT SEED BED THAN THIS ONE, THE RESULT OF A DISK HARROW, A PULVERIZER AND A PEG-TOOTH HARROW COULD HAVE POSSIBLY BEEN OBTAINED

any farmer an injustice when he is satisfied to see a tractor leave the front of his store with nothing but a plow attached behind it."

It is perfectly all right to tell a man that he is his own worst enemy, that seldom makes him mad, in fact there are some that it appears to prove only music to their ears, but to tell a man



## PULVERIZING FITS THE WAY FOR THE WHEAT DRILLS



**The result being achieved by this outfit, an Oliver tandem disk harrow followed by a pulverizer, in a field that is being prepared for a seed bed will be even more apparent when the wheat starts to put in its appearance.**

ing, he will be days ahead of his former schedules. That is time to his credit for it will require no more time to pull the pulverizer than it does to pull the harrow. The tractor will furnish sufficient power to pull both implements.

A kind of outfit that is being received with a good deal of favorable comment at the present time in the wheat raising part of the country is a tandem disk harrow followed by a pulverizer. The pulverizer is one of the few implements that the tractor has really brought into its own.

No one can place too great a stress on the importance of the properly prepared seed bed. The seed bed is not half done when the plowing has been finished. But with a tractor a fine firm seed bed can usually be finished in one operation and with same speed that the plowing is done.

A pulverizer will crush all of the lumps that remain after the tooth or disk harrow has performed its function. None of the lumps will be missed. It cuts down through the surface firming the loose soil underneath and leaving a loose mulch on top, thus saving moisture in dry weather and leaving a mellow bed for the drill or planter in which to work.

A pulverizer will prove to be one of the speediest implements in fitting a seed bed, it is not confined, however, to this one purpose.

Used after seeding it has been proven that the pulverizer will hasten germination. On the growing crops, such as wheat, corn and oats, it will break all crusts, firm the soil about new roots and keep the entire field in good growing condition. Used on winter wheat in the early spring it will fill

the frost cracks, pack back the heaved plants and will prevent winter killing.

The pulverizer will prove its value on almost every crop, wheat corn, oats, beets, cotton, rice, alfalfa, sugar cane and potatoes. It will be busy as many days in the year, if not more, than any other tool on any farm.

The two salesmen sat for an hour longer discoursing on the merit of the pulverizer and the possibilities of the sale of three implements where it is the common practice to sell only one.

The final argument and the one that always counts was contributed by a farmer who had given a pulverizer a trial on his farm the past year. "Conditions during the past year were almost identical in my section with those of the previous year and on the same eighty-acre field that had been planted in wheat in 1917 in 1918 I raised four more bushels of wheat to the acre which I can attribute to nothing other than the wise use of a pulverizer," was his testimony.

### To Plan Reconstruction.

Preliminary plans for the War Emergency and Reconstruction Conference of War Service Committees to be held at Atlantic City, Dec. 4, 5 and 6, are announced by the Chamber of Commerce of the United States.

Reconstruction will be given a prominent place on the program, as it is recognized this subject must be taken up by business men to the end that there may be placed at the command of the Government all available sources of information. The work of reconstruction suggests the creation of a federation of all war service committees that whatever study and planning is carried on may be on behalf

of all business. War industries and non-war industries are concerned equally in the determination of reconstruction problems. All European countries already have reconstruction plans under way.

The Atlantic City conference will include four general sessions and numerous group and committee meetings. Into the final session will be brought for final action all the proceedings of the meetings. Dec. 4 there will be both morning and afternoon sessions and Dec. 5 and 6 morning sessions. The Chamber is engaged now in obtaining the best speakers available to discuss among others the following suggestions: Reconstruction; industrial relations; raw materials and their control; price control; economic legislation affecting combinations; export and import operations; finance, etc.

The conference will be divided into groups at three sessions, the first to be held on the evening of Dec. 4, the second on the afternoon of Dec. 5, and the third on the evening of the same day. On the evening of Dec. 4 each war service committee will meet with its chairman to consider the problems of reconstruction as they affect that particular industry as well as to take up other problems which the war has demonstrated are vital to industry. On the afternoon of Dec. 5 the war service committees will meet in groups which are related as to their use of basic materials and as to their distribution and other problems. With these groups will meet the commodity or section chiefs of the War Industries Board.

Related groups will form themselves into ten major groups on the evening of Dec. 5 to take up the question of raw materials, price control and subjects arising from related group meetings. After the general meetings of the committees of the related groups and of the major groups it is hoped there will be presented definite recommendations covering the reconstruction period, with the possibility of creating an executive committee empowered to gather data and to function with industries to meet the many problems that the Nation's industries will be called upon to solve with the end of the war.

On account of the growth of business in the Sioux Falls territory, the Emerson-Brantingham Implement Co. is now making its second enlargement of the property within three years. This will give more commodious quarters and permit much larger stocks to be carried. A third story has been added, with a general rearrangement of the warehouse and show room.



# The Need and Value of Tractor Service Schools

**I**N discussing the subject of service schools the writer will divide it into three phases: First, Why hold the service schools; second, How should the service school be held; third, The results of the service school. The service school will be confined more or less to the tractor, but in a general way will apply it to all farm machinery.

In following service work, as the writer has for a great many years, he has noted one very marked feature regarding the handling of machinery, i. e., the trouble that is experienced is due very largely to ignorance on the part of the operator as to the proper care and adjustment of the machine being used. There is a popular conception among users of tractors and other machinery that the so-called expert (this term, however, should never be used, he should be called a service man) is a man with a superior intelligence to the common operator. This, however, is a mistake.

The only reason that the service man can go out and make a machine perform correctly where the operator cannot, is due to the fact that this service man has made a study of this particular machine and has familiarized himself with its adjustment and the function of its different parts. In a great many cases, the service man is mentally inferior to the man who is operating the machine. This means that if the operator would just take a little pains to educate himself along the same line as the service man has done, he could become a better operator and even more expert in the care and adjustment of the machine than the service man whom he employs.

There is another reason for holding the service school. A very large percent of trouble encountered in operating tractors and other machinery is due to the neglect of little things, which, if attended to at the proper time, would entirely eliminate the cause of the trouble as well as the trouble itself. Many times one minute spent making an adjustment or tightening a bolt will prevent the necessity of the machine being laid up for several days waiting for a service man to come to make the proper repairs or adjustments, and in such cases the actual cost involved would have educated the operator to a point where the trouble could have been avoided entirely. This expense is not all borne by the user of the machine, although he may be charged with the total time and expense of the service man. The

By L. R. Van Volkenburg

Service Engineer, Avery Co.

fact that the tractor has been lying in the field idle for several days has a direct reflection upon the tractor industry as a whole, and not only on the company who manufactured the tractor in question, but on all companies manufacturing tractors. Also, has the effect of counteracting or annulling a certain amount of the expense of advertising which has been done in that locality.

## The Mission of Service Men.

There is a very true and well known saying that "A satisfied customer is the best advertisement on earth." The best way to have satisfied customers is, first, to build the machine right, and, secondly, to educate the user to care for his machine in such a way as to get the best service possible from that machine. This can only be done by careful application and study of the tractor by the operator himself. The greatest service a company can render its customers is to teach the customers how to properly handle and care for their machinery. The service man who goes out to a tractor and does all the work, putting the tractor in running order again, and leaving it in this condition, has really done very little for the company that employs him, or for the owner of the tractor. The great mission of the service man today is to spend his time and energy in imparting the knowledge which he has obtained by study and experience to the owner of the machine.

Let us illustrate this by a single incident, many similar to which could be related were we to use the space. A certain man, whose name was not

Jones, purchased a tractor and put it to work, operating it himself. He got along very nicely with it for a time and then all at once the tractor failed to start. The man being a pretty good mechanic and quite familiar with gas engines of different makes, worked with it several days before he gave it up. Finally, deciding that he could not master the situation, he called for such help as was available. Several different gas engine men, who were in the neighborhood, worked on the machine with the result that no one could locate the trouble. Finally the owner decided the case was serious enough to call for the services of what at this time was called an expert.

An expert was called, visited the machine, and in a very few minutes located the trouble. It was a very simple thing, however, and the fellow in order to pose before the spectators as a real expert, in other words, seeing an opportunity to make a real grand stand play, tinkered with this thing and that until the attention of the owner was directed away from the machine, then he hooked the governor valve spring up in the proper position to hold the valve open. The real trouble was that the spring had unhooked and let the valve drop until it was closed. Then when the owner came around again he told him the tractor was all right and proceeded to start. The motor started at once and continued to operate perfectly with the result that the service man obtained a very flowery reputation in that part of the country. They seemed to think he had some superhuman knowledge which it was not possible for the rest of them to attain. This should have closed the incident, but it did not.

*(Continued on page 27)*



A GREATER INTEREST IS CREATED WHEN THE STUDENTS SEE THE TRACTOR PARTS





## PEACE AND THE IMPLEMENT INDUSTRY

Manufacturers of Farm Operating Equipment Believe that the Readjustments Will Be Gradual—Entire World Must Now Be Fed—Reconstruction Period Will Create a Great Demand for Machinery.

**K**AISERISM and "brutocracy" have fallen in the same heap. The Freemen of the world have won. Faith has been kept with our heroic dead. The Hun slinks out of the desert of destruction that marks his path. Victory, the impossible, is ours. Yet, in the midst of our boundless gratitude, we must keep cool heads and look earnestly to the future, for the period of reconstruction is at hand.

Especially, we of this indispensable farm equipment industry must take stock of every resource and upon the sum total lay our plans for increased service and prosperity. What lies before us is largely in our own hands. Upon our present attitude—what we do and say now—vital business issues depend. Let us examine them.

Undoubtedly a tendency is already manifest in too many quarters for the buyer to wait on the market, in the half-formed hope that prices may drop. This is a grave symptom and one that should give us all warning. It would be a mistake to deny that the market may eventually decline somewhat, as a logical consequence of the victory; but it would be a far more grievous mistake to permit this mere probability to disturb buying conditions seriously. Concerted thought and action,

taken at once by the leaders of the industry, can prevent unnecessary disturbance.

For the purpose of eliciting sound opinion from experienced men doing business at the sources of implement production, the Implement & Tractor Trade Journal wired a number of prominent manufacturers on the day the armistice was signed. Their telegraphic responses, which are printed herewith, cover a broad range, yet one common thought runs through nearly all of them—that the readjustments of the reconstruction period are to be wholesomely gradual.

Definitely speaking, the war is not yet ended. The signing of the armistice simply means that it will be virtually impossible for the Germans to renew hostilities. But the occupation of the enemy territory designated, the possibility that American and Allied soldiers may have to restore order among both the German and Russian revolutionists, the tremendous work of rehabilitating the devastated regions, some of which must be done by our soldiers—all these things must be taken into account when we consider the immediate future, both in its international and commercial aspects.

Most of them are suggested in the telegrams from the following manufacturers:

## Opinions of Leaders Forecasting the Future of the Trade

The following telegram was sent by the Implement & Tractor Trade Journal to more than a hundred representative manufacturers of the industry:

Permit us to express our heartfelt felicitations and deepest gratitude over the glorious victory. No civil function has played a greater part than the farm equipment industry. Please wire us your best thought regarding what our trade should plan and expect for the reconstruction period. Cover the vital questions of prices and buying.

### Heavy Demands Made on Industry.

From GEORGE A. RANNEY, president, National Implement and Vehicle Association:

Peace will probably bring heavy demands upon our industry. America must continue to ship large quantities of grain and other foodstuffs to the Allied nations

until their armies are demobilized and their agriculture is restored and must also help materially in feeding the other peoples of Europe. There will be a demand for American labor saving farm machines not only in Europe but in all countries with which war has interrupted our trade.

Our industry, therefore, must not fail to be prepared to meet it. Undoubtedly it will be necessary for some time to maintain Government restrictions on the supply and distribution of our raw materials and on their basic prices. It has taken months of regulation to stabilize the raw materials situation and it will require time and governmental control to restore it to the normal basis of supply and demand.

### No Early Reductions Possible.

From W. H. STACKHOUSE, French & Hecht, Springfield, O.:

Emerging from the war, the farm operating equipment industry, in order to avoid expensive failure, should pursue a conservative policy, no reduction in prices being possible until cost of materials, etc., substantially decline. The industries should assist in the reconstruction and economical work of restoring to private operation railroad, telegraph and telephone companies.

### Long Readjustment Ahead.

From the MODINE MFG. CO., Racine, Wis.:

Prices will depend upon the cost of labor, directly upon the product and indirectly as far as necessary materials are concerned. This will take a long period of readjustment and in our opinion prices will not be affected for some time.



### Prices Cannot Decrease.

From C. B. DEMPSTER, president, Dempster Mill & Mfg. Co., Beatrice, Neb.:

We do not see how the declaration of peace can possibly decrease the cost of producing implements during the first half of this year at least, and on account of the unusual demand for farm products which will come from Europe. Since the crisis has been passed there should be a normal demand for farm implements.

### Demand Bound to Increase.

J. D. OLIVER, president, Oliver Chilled Plow Works, South Bend, Ind.:

The farm implement industry, which under most difficult conditions has played so important a part during the war, has an equally important part to play now. The demand for food to be supplied by our farmers will increase rather than diminish. Human as well as military reasons make America in a large part responsible for feeding the world. Prices will be maintained for farmers' products on account of the demand; for farm implements, on account of high prices paid for material on hand and for labor. I look for readjustment to be gradual and safe for all concerned.

### More Work Ahead Than Ever.

From J. B. BARTHOLOMEW, president, Avery Co., Chicago, Ill.:

While the fighting is over, the food problem is not, for we now have in addition to ourselves and our Allies great requirements of our former enemies. The farmers and manufacturers of tractors and implements have a bigger job than ever. Lower prices of implements is a matter too absurd to discuss. A big spring demand is already apparent and the Government curtailment in the output of machinery cannot be lifted in time to meet the spring requirements. My advice is for dealers to place orders as soon as possible. Avery Co. guarantees its prices.

### Will Buy Freely.

From ADRIAN D. JOYCE, president, Glidden Co., Cleveland, O.:

Peace means wonderful development of implement and tractor industries. America will do the larger part of the rehabilitation of war-torn Europe. Products of the farm and ranch will be needed in the greatest possible quantity at high prices. Farmers will have plenty of money and will buy freely.

### Machinery Proved Its Worth.

From LON R. SMITH, sales manager, the Buda Co., Harvey, Ill.:

American industries were only getting well started in "win the war" work when with pleasure we learn of the armistice as a result of war activities. Both tractors and trucks promptly proved their economic worth and the post-war demand should insure a market for all worthy types, for food and transportation will continue to be vital problems. We are fortunate in having continued to increase facilities for our standard product, which has been used for various war purposes. As a result no readjustment will be necessary to care for increased demands

from old as well as new customers. Let's all "go to it."

### Great Faith in the Future.

From WALTER BROWN, general manager, Webster Electric Co., Racine, Wis.:

A glorious result has been achieved. There was never any doubt, the time limit being the only question. Our faith in the business outlook and the future is just as unshaken. While sound judgment is necessary it is no time for fear and trembling. We are no longer building to destroy but to restore.

### Face Greatest Opportunity.

From W. W. WARREN, general manager, Swedish Separator Co., Chicago, Ill.:

Winning the war must be followed by winning the world's trade. The farm implement and machine industry of America faces its greatest opportunity.

## A Business Blessing

"The recent curtailment of the supply of materials to this industry may be one of the greatest business blessings, in disguise, that could possibly come to us; for if the war ends next year, as we all pray that it will, this industry as a whole can well thank the War Industries Board for this curtailment if we have low inventories when the price readjustment time comes."—From the address of ex-President C. S. Brantingham at the recent convention of the National Implement and Vehicle Association.

To grasp that opportunity it must increase its sales energy, including, of course, greater and more efficient advertising. No one need fear or expect any decrease of demand or prices in the near future.

### Must Feed the World Now.

From W. S. FREDRICKSON, sales manager, Hart-Parr Co., Charles City, Ia.:

To feed our Allies and now in addition our former enemies is the problem before us. To raise more food means more grain acreage, with the possibility of continued labor shortage. The answer is more tractors and tractor tools. There are no prospects for a change in machinery prices downward.

### World Needs More Products.

From C. F. HUHLEIN, president, B. F. Avery & Sons, Louisville, Ky.:

The implement trade presents no reconstruction problem. Implement manufacturers, dealers and users should keep in the middle of the road and continue pushing business along the established sane lines. The whole world needs greatly increased quantities of farm products, hence the farming and farm implement industries are likely to continue busy for a long time ahead. The laws of supply

and demand will regulate buying and prices.

### Adjustment Will Be Gradual.

From H. M. WALLIS, president, J. I. Case Plow Works, Racine, Wis.:

Our industry should face the change from war to peace with confidence and no shadow of fear for the future should dim the glorious victory. Adjustments must be made, whether quickly or gradually depends upon so many varying conditions that it is difficult to attempt any intelligent forecast, particularly in reference to prices. The prices of our industry have not skyrocketed and adjustment, I think, will be gradual.

### Demand Will Far Exceed Supply.

From C. BURDETTE, general manager, Sharples Separator Co., West Chester, Pa.:

The urgent need of food for the countries in distress and the great reconstruction work ahead will in our opinion create a demand for farm operating equipment both in this country and abroad in excess of the supply of material. Markets will become steadier but prices will not decline. They may advance. Merchants should buy early and heavily.

### No Price Break in Sight.

From W. R. LUMRY, general manager, Associated Manufacturers' Co., Waterloo, Ia.:

Now that right has prevailed over might it seems certain that needs for sustaining and rebuilding Europe will call for more tonnage than has been needed for destruction. We see no price break in sight, either in what American farmers sell or the farm equipment they must buy.

### Victory Ahead for Industry.

From H. C. STAHL, president, Ohio Cultivator Co., Bellevue, O.:

It is a glorious victory and I am unable to see anything but a similar victory for the farm equipment industry during the next few years in both the domestic and the foreign field. I do not anticipate any radical change in prices during the reconstruction period.

### Foresees But Little Change.

From RUSSELL & Co., Massillon, O.:

Manufacturers of agricultural implements and farm machinery have had to contract for materials and labor for next year's products at present prices. The farmers of America will have to furnish more food than ever for the next two years to feed Europe, and we do not look for much change short of two years' time and that gradually.

### Must Delay High Price Era.

From S. E. SWAYNE, president, Swayne, Robinson & Co., Richmond, Ind.:

Experience shows that following wars and during reconstruction periods commodity prices increase when government fixed prices cease. Like results will probably accrue with us. Manufacturers should buy materials and dealers implements before abnormal prices appear, and thus delay as long as possible the

(Continued from page 30)



# Implement & Tractor Trade Journal

1886

1918

Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALLGEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, NOVEMBER 16

THE kaiser, it seems, has the "flew."

**SOCIETY Note:** William Hohenzollern and friends have arrived in De Steeg, Holland, to spend the weak end.

**REMEMBER** that we have been singing "We won't come back till it's over over there," and that there are still several pressing matters which require our attention.

FOR a long time some of the people of the northern peninsula of Michigan have talked separate statehood. The name Superior has been suggested for the proposed commonwealth. Why not go the lake one better and make it Superlative?

**ANENT** the argument that has arisen in some quarters as to the relative importance of the plow and the tractor, J. B. Bartholomew has this to offer: "I have observed that no designer of a plowing outfit has ever yet thought to put the plow ahead of the tractor, although that is a suggestion which I generously throw out to some genius bent on demolishing the variety record."

**PLOWS** and other tillage tools from the Krupp works! Yes, it's difficult to get the picture of that kind of competition, but the futurist editor of the Sioux Falls Leader sketches it thus boldly: "It will seem pretty good in the future to see the big munitions plant at Essen turned over to Allied control to make agricultural implements and factory machinery for use in Belgium and France, to be paid for by the German taxpayer."

**LEST** we forget the substantial virtues of the grain thresher, Finley P. Mount reminds us that "there isn't enough wood in the country to make the flails that would be necessary to separate our present yield of small grain." And we may add that if it were not for the modern steel plow and the harrow and the drill and the harvester, not to mention the modest tractor, there wouldn't be enough grain to show up the pitiful inadequacy of the flail.

## STILL UNDER PRESSURE

**P**ROBABLY the first substantial effect of victory on the farm equipment industry will be the removal of the restrictions on the material supply. But it is doubtful whether anyone now knows when the removal will be ordered.

Nevertheless, we do know that it will not be long delayed and that agriculture will soon be able to forge ahead into maximum production, unhandicapped by any lack of tools. And let no one believe that the demand for foodstuffs will abate very much because the end of the war is in sight. Even after the peace terms have been finally fixed, the cry of stricken Europe for food will continue.

It is quite likely that many of the vessels heretofore used for carrying men and munitions will for a time be diverted into the food transportation service. The whole interior of Europe is either famishing, or nearly so, and it must be the immediate business of America to feed the famished until they can organize their civil functions and feed themselves.

Thus it is that the farm equipment industry must continue under pressure for an indefinite period to furnish the implements wherewith to produce the food that is still so sorely needed. In other words, we of this industry are just about as indispensable as we were when the war was raging.

## CRICKETS AND TWINE

**C**RICKETS like binder twine. As an article of diet, they appear to approve of it with enthusiasm. Because of their fondness for twine thousands of bushels of small grain have been lost. In ordinary times, this loss, possibly, might have been borne with our usual tolerance of such things.

But foodstuffs are precious nowadays and every bushel counts. Doubtless chemists have already been commissioned by the twine factories to discover some way of treating twine so as to discourage the insects. Apparently their efforts have been without success.

The incentive to protect the twine is greater now than ever. It is to be hoped that efforts to obtain the protection desired have not been abandoned.

## FARMS FOR SOLDIERS

**F**ARMS for soldiers! Franklin K. Lane, Secretary of Interior, has been laying plans to the end that all of the returned heroes who want to go to farming shall have abundant opportunity, presented by Uncle Sam

himself. Other minds have been thinking in similar channels and there seems to be little room for doubt that such a beneficent arrangement will be made and, we venture to say, here is a brand of "paternalism" against which there will be few protestants.

American agriculture is bound to be profoundly modified by the addition of these new farmers, most of whom will be progressive and aggressive in the extreme—with respect to good roads, for instance. Back from France, where every road is like a floor, they will refuse to tolerate the ribbons of mud and dust which most American communities have accepted as substitutes for roads ever since the white man moved in. The greater part of these farmer-soldiers will insist upon the real thing.

It has been "guessed" that something like a million soldiers will wish to avail themselves of the Government's proffer. Probably most of them will occupy lands reclaimed from the desert and the swamp; but not all will seek the newer parts of the country. In such a state as Illinois, which prides itself on such a high degree of agricultural development, there is much waste land. Other states on both sides of the Mississippi also have large areas of idle land, which, with the expenditure of an adequate amount of effort and money, could be made very productive. Such lands, in time, will be farmed by men who now face the evacuating Germans.

All of which means more work and reward for the farm implement man. They should do everything possible to hasten the completion of the Government's plans in this regard. Indeed, there has already been too much delay in formulating a policy. The necessity of placing soldiers on farms will soon be upon us. It is a proper subject for trade convention resolutions, which should be brought at once to the attention of the departments of Interior and Agriculture.

## FOLLOWING THE VICTORY

**A**PPEARING in another part of this issue are a number of succinct telegraphic messages from men prominent and experienced in the manufacturing arm of the industry embodying their views as to what the trade, in the light of commercial history, has to expect following the announcement of victory. Every word in these telegrams merits the close study of every person interested in the increased service and prosperity of the American farm equipment industry. Taken as a whole, they offer the most reliable guide to business policy in this trade now available.



# MODIFIES THE CURTAILMENT ORDER

## Farm Equipment Manufacturers Will Have Their 1919 Supply of Iron and Steel Reduced Only One-Eighth, War Industries Board Rules.

Washington, D. C., Nov. 12.—The War Industries Board began today a modification of the restrictions whereby it has controlled the American industries in the interest of the Nation's war program.

The supply of materials to the manufacturers of agricultural implements and farm operating equipment, including tractors, will be curtailed 12½ percent instead of the 25 percent which was effective Oct. 1, 1918, according to the modification order.

"It will be the policy of the board gradually to lift various restrictions and curtailments, with the view to bringing about as promptly as possible a return to normal conditions," Ber-

nard M. Baruch, chairman of the War Industries Board, announced.

Where an industry for the last four months of 1918 has been curtailed 25 percent, such curtailment is changed to 12½ percent for such period; where it has been curtailed 40 percent, the curtailment is changed to 20 percent, and where it has been curtailed 50 percent, the curtailment is changed to 25 percent. The modification order affects these commodities among others:

Agricultural implements and farm operating equipment, including tractors, road machinery; coal, coke, and wood burning cooking and heating stoves and heaters; gas ranges, water heaters, room heaters, hot plates, and appliances; oil and gasoline heating and cooking devices; electrical heating and cooking devices and appliances; black, galvanized, and enameled ware and tinplate household uten-

sils; refrigerators; ice cream freezers; washing machines; clothes wringers; family sewing machines; electric vacuum cleaners; metal beds, cots, couches, bunks, and metal springs for same; boilers and radiators; electric fans (including motors); builders' hardware; padlocks, stepladders, scales and balances, rat and animal traps; talking machines (including motors and accessories).

All limitations on the production of building materials, including brick, cement, lime, hollow tile and lumber are removed.

The restrictions on the construction of buildings have been greatly modified. All farm and ranch buildings, structures or improvements, no longer require permits or licenses. The construction of new buildings or repairs on buildings that will not cost in excess of \$10,000 can be carried out.

## N. I. & V. A. Departments to Meet Next Week

Three important meetings of departments of the National Implement and Vehicle Association will be held in Chicago next week. The recent surrender of Germany and virtual end of the war was of course unforeseen at the time the programs for these meetings were planned, but in view of this latest development many matters of after-the-war trade conditions and reconstruction will come up for discussion.

The farm wagon department will hold its annual meeting at the Hotel LaSalle, Chicago, Nov. 19 and 20. So important is the meeting considered that two days will be necessary to dispose of the matters to come before the manufacturers.

The program includes the consideration of the Government's future needs for war wagons and vehicles, the present status of Government contracts and wheels for the French government. Other subjects will be, wagon terms, warranty, uniform wide-tire laws, and the extension of the present program of eliminations. Department officers for next year will be elected. A large attendance is expected.

### Tractor and Thresher Convention.

The annual convention of the tractor and thresher department at the Auditorium Hotel, Chicago, Nov. 21 and 22, will attract many manufacturers. A regular convention pro-

gram has been arranged, which includes not only the consideration of trade matters but special feature numbers.

Junius F. Cook, administrator in control of the farm operating equipment industry, is expected to address the meeting on "Tractor Education." President G. A. Ranney will give his illustrated lecture, "The Government's War Organizations," which featured the recent annual convention of the association.

C. S. Brantingham, chairman of the farm implements committee, will address the meeting on matters affecting material supply and priority as clear through the committee. C. E. More, association attorney, will talk on recent legislation affecting prices, terms, etc. The manufacturers will consider many trade matters, including terms, standardized belt travel, tractor demonstrations, highway laws, boiler legislation, eliminations, etc., etc.

The two days' sessions will be virtually a convention of the tractor and thresher industry, and as such will be featured by the annual dinner at the Auditorium Hotel on the evening of Nov. 21.

### Ensilage Machinery Meeting.

The ensilage machinery department will hold its annual meeting at the Hotel LaSalle, Nov. 19. The meeting had previously been scheduled for Oct.

30, but was postponed on account of the influenza epidemic.

The ensilage cutter manufacturers will consider the Government's request for further eliminations, reviewing their previous recommendations to the Conservation Division, War Industries Board, and determining if the line can stand still more reduction in variety. Many production and distribution problems of common interest to the manufacturers will feature the discussions. The department will elect officers for the coming year.

### Fireguards Aid Food Saving.

In prairie countries and in some wooded areas, fireguards have been maintained for many years to check the spread of fire caused by sparks from locomotives. A typical fireguard consists of several furrows plowed a short distance from the railroad right-of-way and parallel with it. Fire starting in dry grass dies out when it reaches the strip of plowed ground.

In the interest of food conservation, the plowing of fireguards may wisely be adopted by all farmers whose property is near a railroad. The Food Administration suggests this additional means of protection especially for hay and grain stacks, granaries and farm buildings in which food or feed is stored.

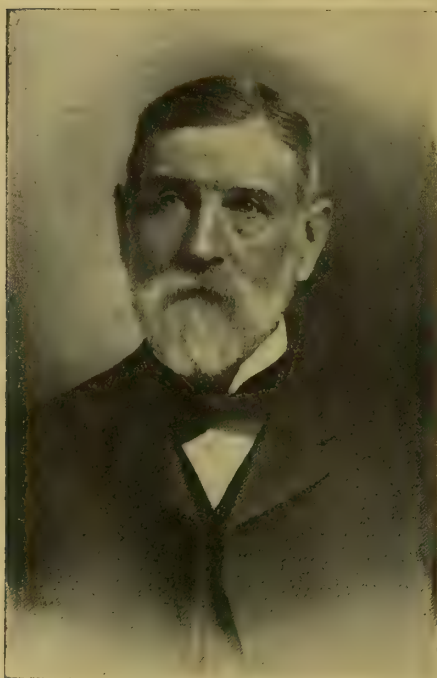


# News of the Industry

## CHAS. W. MARSH IS DEAD

Was One of the Inventors of the Marsh Harvester, the First of the Grain Harvesters.

Charles Wesley Marsh, who with his brother, William W. Marsh, invented the Marsh harvester, died at his home in DeKalb, Ill., Nov. 9, after a brief illness. He was 85 years old. Mr. Marsh was born near Consecon, Ont., March 22, 1834, but had lived in



CHARLES W. MARSH

or near DeKalb since 1849, where for many years he and his brother were engaged in farming.

In 1857, while using a Mann reaper in the harvest field, the idea of elevating the grain to a table and having it bound by men riding on a platform attached to the machine occurred to them. The theory was that two men might bind the grain cut by a five-foot sickle in ordinary motion, provided it could be delivered to them in the best possible position and condition for binding, and they could have perfect freedom of action. They designed the elevating device, receptacle, tables and platform and obtained a patent on this combination in August, 1858. Thus was provided a machine which with two men, and a boy or girl to drive,

could cut and bind as much grain as four men with a reaper, an enormous saving of harvesting expense being accomplished.

The Marsh harvester was first built for the trade by Steward & Marsh, Plano, Ill., and subsequently by C. H. & R. H. McCormick and William Deering, Chicago; Emerson & Talcott, Rockford, Ill.; Warder, Mitchell & Co., Springfield, O.; Parker & Stone, Beloit, Wis., and other reaper manufacturers. It practically superseded the reaper in all grain harvesting operations in the United States and was extensively used in foreign countries.

In 1870 Mr. Marsh went abroad to demonstrate the machine in Austria and Hungary. While in the latter country he participated in a competitive trial with reapers and won the first prize, forty gold ducats and a diploma.

In 1879 the automatic binder was developed and perfected. It replaced the table and platform where the human binders had operated. The Marsh invention, the elevating device in combination with the reaper, proved to be the nucleus of the modern combined harvester and binder, now in use throughout the world.

In 1885 Mr. Marsh became editor of the Farm Implement News of Chicago. He was also chosen president of that publishing company, continuing in that capacity until his death. In 1904, at the age of seventy, he retired from the position of editor.

He was one of the organizers of the National Association of Agricultural Implement and Vehicle Manufacturers, predecessor of the National Implement and Vehicle Association; in fact, it was he who issued the call for the meeting at which the association was formed. Several years ago he was elected an honorary member. Mr. Marsh served one term as state senator in Illinois but refused a second nomination.

### Make Change in Management.

A change in management has been announced by the Common Sense Gas Tractor Co., Minneapolis, Minn. L. E. Trent has been appointed secretary and general manager, succeeding H. W. Adams.

### C. L. Patterson Promoted.

C. L. Patterson has been made a special factory machine representa-

tive of the Sharples Separator Co., West Chester, Pa., and will hereafter devote his entire time and attention to the factory machine business in all of the eastern states.

Mr. Patterson is well known in the dairy trade. He joined the Sharples organization in January, 1907, as a canvasser under W. A. Campbell, then the salesman in southwestern Pennsylvania. After 18 months of this work he took over Mr. Campbell's territory. He was later transferred to the northwestern Pennsylvania territory, which he held for



C. L. PATTERSON

seven years, building up a large business. During the last two years he has been a general traveler in Pennsylvania and Ohio for the Sharples company.

### Eastern Manufacturer Dead.

Julian J. Washburn, 76, vice-president of the Wiard Plow Co., Batavia, N. Y., died recently at his home in Batavia.

Mr. Washburn was one of the oldest and most prominent implement dealers in his section of the country. He entered the implement field soon after the close of the Civil War, in which he served. He had been associated with the Wiard company since 1877, acting as trustee continuously from 1880, secretary from 1880 to 1902, and vice-president since that year.



## Object to Freight Changes.

The National Implement and Vehicle Association, through its freight traffic committee, represented its members at a hearing on the proposed Consolidated Freight Classification No. 1 before Examiner Disque of the Interstate Commerce Commission, in Chicago, Nov. 6 and 7.

The protest of the association was directed against advances in ratings and minimum weights and in the transfer of certain items now in the agricultural implement list to other lists, thus denying proper mixing privileges. The specific articles covered in the association protests included: Farm wagons, truck and vehicle parts; internal combustion engines, including tractors; engine trucks; corn shellers, corn huskers and shredders; cream separators; mower knife grinders and agricultural implement parts.

There is no indication at this time what the decision of the Interstate Commerce Commission will be, but if the decision is unfavorable, the association would still have the opportunity of going before the proper classification committee for a hearing on certain changes that might be desired.

The National Implement and Vehicle Association is much interested in the extension of Rule 10 of the official classification (which now is effective east of the Mississippi River and north of the Ohio River) to the southern and western classification territories. This rule provides for automatic mixing privileges without limit. It is proposed, however, that the mixing privilege be continued, but based on the highest rating and highest minimum attached to any article in the mixture.

## Hudson Buys Another Plant.

The plant of the American Culvert Co., also known as the Star Metal Mfg. Co., Albert Lea, Minn., has been taken over by the Hudson Mfg. Co., Minneapolis. Possession was taken Nov. 1.

The American Culvert Co. and the Star Metal Manufacturing Co. are known as manufacturers of galvanized steel stock and storage tanks, barn ventilators, cupolas and ventilating systems, hog troughs, gasoline and oil tanks and similar products. This business will be continued by the Hudson Mfg. Co., which already has a similar factory located in its main building at Minneapolis. The plan is to specialize on certain lines at each of the various factories, thus facilitating production and increasing efficiency.

At the Hastings plant the Hudson company is turning out a complete line of sprayers and is proceeding with the manufacture of the new Hudson's Right Way garden seeders and cultivators, having recently taken over the business, patterns and good will of the Blocki Co., Sheboygan, Wis., covering the Blocki garden tools. New catalogs are now being prepared which will illustrate the various additions to the goods already manufactured.



STANLEY CUNNINGHAM  
Prominent Implement Dealer of Norborne, Mo.,  
who died Oct. 30.

## Bankruptcy Petition Filed.

An involuntary petition in bankruptcy was filed recently against the Curtis Form-A-Tractor Co., Chicago, by H. A. Brandt, L. L. Mintz and M. S. Hill. The claims amounted to \$1,857.

## Dempster Treasurer Dies.

J. W. Burgess, treasurer of the Dempster Mill Mfg. Co., Beatrice, Neb., died Tuesday, Nov. 12. Mr. Burgess had been ill at an Omaha hospital for the past six weeks. He was suffering from heart trouble. He was about 50 years old.

Mr. Burgess had been with the company for the past 23 years. He started in the collection department of the company and a short time later was elected to the office of treasurer. Mr. Burgess has had entire charge of the financial end of the company and was a member of the board of directors beside being one of the principal stockholders.

Before going to Beatrice, Neb., Mr. Burgess lived at Dundee, Ill. He is survived by a widow and three sons.

Mr. Burgess's death follows close on that of another important member of the Dempster organization, Dean C. Dempster, factory superintendent and a son of C. B. Dempster, president.

## Report Shows Profit.

The report of the committee of the Salina Chamber of Commerce, which had charge of the National Tractor Demonstration July 27 to Aug. 3, shows a balance of \$3,000 on hand with all expenses paid. If the demonstration is held in Salina again next year this money will be applied to the same purpose, and if not will be used for other projects. The report showed that the business men of Salina contributed \$3,679.50.

## Government Reports Tractor Production

An investigation of the tractor situation in this country has been completed by the Office of Farm Equipment Control, United States Department of Agriculture. It was desired to obtain accurate information regarding the status of the farm tractor industry in order to determine what action would be necessary to facilitate an equitable distribution of tractors throughout the country.

In connection with this investigation a report was received from every tractor manufacturer in the United States concerning the number of tractors manufactured and their distribution between Jan. 1, 1916, and July 1, 1918.

From the answers to the questionnaires has been obtained the first really authentic information ever secured on the rapid growth of the tractor industry. Production during 1916

was 29,670 tractors. During 1917 62,742 tractors were manufactured or more than twice the number of machines turned out during 1917. In spite of the difficulty in obtaining labor and materials there were 58,543 tractors made during the period Jan. 1, to June 30, 1918, just 4,000 short of the number manufactured during the entire previous year. The total manufactured for 1916, 1917 and the first half of 1918 was 150,955 tractors.

The number of tractors sold to users in 1916 was 27,819 and during 1917 it was 49,504. To exporters during 1917 there were 14,854 tractors sold and during the first six months of 1918 the exporters purchased 15,610 machines, almost a thousand more than during the entire previous year.

The number of tractors on hand, in transit or in the hands of dealers at the time of the making of the report, August, 1918, numbered only 11,388.



# No Other Has

When you talk Avery Tractors to you to interest him which he cannot find of all, you have a motor that is built

## Why We Chose the Opposed

An Opposed Motor *has the length* weight properly between the front means getting the right amount of wheels for traction and the right wheels to make them guide easy from rearing up in front.

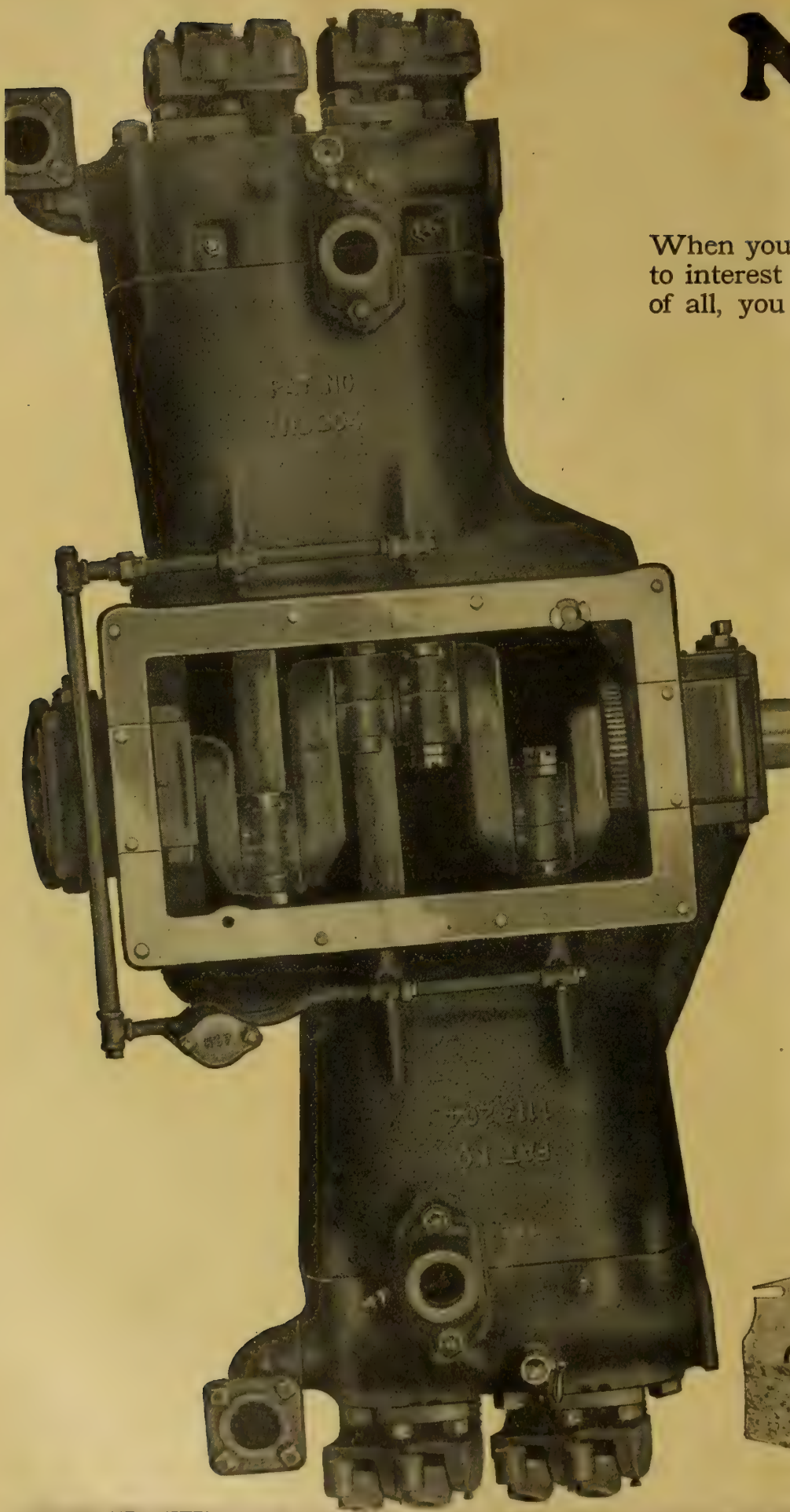
*It is narrow*, which makes possible with less side draft in pulling plow for straddling rows.

*It has a short crankshaft* with only are always in perfect alignment. The two bearings in the Avery T than half the distance between the

*It has a stronger construction* and last indefinitely.

*It runs at low speed* and hence requires less gears in the transmission to get proper traction speed. It makes it possible to put the belt pulley right on the end of crankshaft, which saves power, and to use a larger pulley, which gets a better grip on the belt.

The Avery Opposed Motor is a draft-horse type of power plant. It delivers its power in a steady, dependable flow; does not race under light loads or kill easily on hard pulls. It is especially built for the kind of heavy traction and belt work which tractors have to perform.





# Tractor Motor of These Features

offer features  
tractor. First  
tractor work

and *only* for Avery Tractors. It is the *Avery Perfected Opposed Motor*, which has more advantages for tractor work than any other power plant built.

## How We Refined It

We built into it the *heaviest crankshaft* in any tractor motor.

Avery crankshafts are one-half or more than one-half of the diameter of the cylinders. This means strength.

Avery owners don't trouble Avery dealers about broken crankshafts.



We made it a *valve in head motor*, which means economy in power and saving in fuel. Valve in head motors are admitted to be the most powerful and economical type of power plants.

We put *five rings* on the pistons, which enables the motor to hold compression better, save fuel and produce more power.

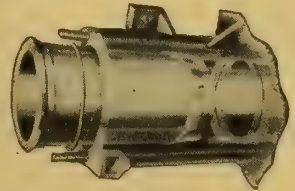
We built it with a *thermosiphon cooling system*, which does away with fans, pumps, belts, pulleys, etc., saves the power required to drive them and eliminates trouble-making parts.

We improved it with the *Avery round radiator*, which is open on all sides and catches the wind from any direction.



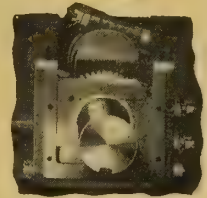
## How We Perfected It

We invented *removable inner cylinder walls*, which enables us to use a harder metal which wears longer and if they ever do wear can be replaced at low cost. An Avery owner does not have to buy a complete new cylinder should he score the inner wall. He simply removes the scored wall and replaces it with a new one. He can also turn the cylinder wall a part way round from time to time and thus equalize wear on all sides. He can remove the cylinder wall and clean scale from the water jacket. After years of use he can put new cylinder walls in his motor and it is made as efficient as ever.



We invented the *Avery Gasifier*, which turns kerosene, distillate, or other low-grade fuel into gas and burns it all.

We invented *adjustable crankshaft boxes* with which the owner can take up wear in the bearings instantly without tearing down the motor.



## FIND OUT IF YOUR TERRITORY IS STILL OPEN

These and other special Avery features are built into all five sizes of Avery Tractors, from 8-16 h.p. up to 40-80 h.p. They are features which help you make sales and which make customers become boosters for you. When you sell the Avery Line you have the sale of five sizes of Avery Tractors, from 8-16 h.p. up to 40-80 h.p., the special 5-10 h.p. Avery Tractor, the Avery Motor Cultivator and the Avery Line of Threshers and Plows. The Avery Line of Machinery is in use in all 48 states and in 61 foreign countries.

**EVERY COMPANY, Factory and Main Office, PEORIA, ILLINOIS**

Branch Houses: Madison, Fargo, Omaha, Minneapolis, Grand Forks, Sioux Falls, Aberdeen, Billings, Lincoln, Des Moines, Indianapolis, Columbus, Kansas City, Wichita

Jobbers: AVERY COMPANY OF TEXAS, Dallas, Amarillo and Beaumont, Texas  
ALSO OTHER PRINCIPAL MACHINERY CENTERS

# AVERY

Motor Farming, Threshing  
and Road Building Machinery







## More Concerning the Civil Rights Act and Contracts

**H**ERE is another slant to the Soldiers' and Sailors' Civil Rights Act which is worthy of attention. I have discussed general phases of this law in recent articles. It was passed by Congress and is in force all over the United States, the purpose being to protect the interests of men in the service against being pressed for debts, contracts, judgments, leases, etc., while absent in war work.

Cincinnati, Ohio.

I have read your articles on the Soldiers' and Sailors' Civil Rights law, and believe that you have not touched at length upon the most important feature of it. All over the United States there are men in business within the draft age, particularly now that it has been increased, who have bought some articles on installment leases. The amount of this business which I find done is prodigious, cash registers, computing scales, meat slicers, store counters, accounting systems, farm implements of all kinds, tractors, engines, motors, automobiles, delivery trucks and many other things have been sold by the thousand to men in the service, and there are therefore many thousand installment leases now in operation against drafted men. I noted your remark that the Civil Rights law applies to all these, but would appreciate some completer information, with the rest of your readers, as to just how these transactions are affected.

C. R. COLESWORTHY.

The authors of the Soldiers' and Sailors' Civil Rights Act evidently had some information as to the large number of installment transactions that would be interrupted by the drafting of the buyers, and they therefore far-sightedly provided protection for the men who would otherwise have lost their equity in thousands of articles bought in that way.

### Seller Needs Court Authorization.

The provisions of the act which control contracts are as follows:

Section 301. (1) That no person who has received or whose assignor has received, under contract for the purchase of real or personal property, or of lease or bailment with a view to purchase of such property, a deposit or installment of the purchase price from a person or from the assignor of a person, who after date of payment of such deposit or installment, has entered military service, shall exercise any right or option under such contract to rescind or terminate the contract or resume possession of the property for non-payment of any install-

ment falling due during the period of such military service, except by action in a court of competent jurisdiction.

(1a) Any person who shall knowingly resume possession of property which is the subject of this section otherwise than as provided in such section (1) hereof shall be guilty of a misdemeanor and shall be punished by imprisonment not to exceed one year or by fine not to exceed \$1,000, or both.

(2) Upon the hearing of such action the court may order the repayment of prior installments or deposits or any part thereof, as a condition of terminating the contract and resuming possession of the property, or may in its discretion, on its own motion, and shall on application to it by such person in military service or some person on his behalf, order a stay of proceedings as provided in this act unless, in the opinion of the court, the ability of the defendant to comply with the terms of the contract is not materially affected by reason of such service; or it may make such other disposition of the case as may be equitable to conserve the interests of all parties.

Put into a little simpler language, this means that a man who has sold a cash register on the usual installment lease to a man who has entered the

## Making Exclusive Contracts for the Sale of Goods

**H**ERE is an interesting communication regarding the legality of limited sales contracts, a matter over which there is some confusion:

Tyler, Texas.

I beg to hand you inclosed herewith all papers relative to an order for —, the exclusive sale of which I accepted for my city and placed an order for the same through a Dallas (Texas) jobber, who also has the exclusive sale of this article for the state of Texas. At least when I placed the order with the factory salesman, who was in company with a salesman for the jobber, I was told by the factory salesman that the jobber had the exclusive account for Texas.

Attached to the inclosed papers is a letter from the jobber, which, in a way, declines to acknowledge the exclusive sale contract. They are honorable jobbers; I have had quite a lot of dealings with them and know they are very conscientious.

Now, the question that is interesting me is, can I legally make a contract that will absolutely protect me in the sale of a line of goods like this one? If I go ahead and faithfully comply with my agreement to the letter, can I collect damages from the concern making the contract with me when other merchants

service, cannot retake it if the buyer falls down on his payments, as he could before. He must now ask a court for permission to retake it. This permission may or may not be granted. If it is, it will be on condition that the seller first refund all the payments he has received up to that time. Ordinarily he could keep those calling them rent.

### Court Need Not Side With Seller.

The court is not obliged to allow the seller to take back his cash register, however. It can stay the whole case until the buyer gets back again, and meanwhile the seller will be out his register and can't collect anything on account of it. I have no doubt that in most cases this is what the court will do.

The reader will note that this section of the law has the same exception that all other sections have, which provides that if the ability of the buyer of something under an installment lease, to make his regular payments, is not disturbed by his entering the service, then the seller can act in case the payments stop exactly as he could ordinarily. In one case in point a young man who had bought two cash registers for his dry goods store on an installment lease, entered the service and went away. But his brothers stepped right in and kept the business going. In such a case there was no excuse for stopping the payments or canceling the contract because the original buyer was absent.

are allowed to get the goods either direct or through jobbers?

I base my conclusion that such contracts are legal on the fact that I am at the present time, and have been for many years, handling the exclusive selling agency for three lines of goods in my store, and although several attempts have been made by both jobbers and retailers here to bring prosecutions against the concerns with whom I have contracted for these exclusive sale lines, nothing has ever been done by legal proceedings that has interfered with me in the handling of these goods.

Quite a little while ago I handed to the manager of one of our local jobbing concerns an article that appeared in one of our trade journals of a sister state showing a Supreme Court decision that where a jobber had refused to sell to a merchant other than the one with whom he has placed his line in an exclusive sale way, and the case was decided in favor of the defendant, the court saying that any firm or corporation owning goods or other things of value, had a perfect right to sell the same to any one to whom they pleased, or they could refuse to sell to any one if they wished to do so.

When the jobber refused to regard the exclusive sale order, I wrote him protesting, and have a reply stating "we

(Continued on page 32)





### In Service at Manila.

RAYMOND COX, son of W. E. Cox, manager for the Hooven & Allison Co., is a member of the crack Y. M. C. A. army bowling team in Manila, P. I., where he is connected with the judge advocate general's department.

### Two Rock Island Men to Camp.

GEORGE LARSON, billing clerk, and C. P. FUREY, floor salesman, with the Northern Rock Island Plow Co., Minneapolis, Minn., entered the service recently. Mr. Larson went to Camp Riley, Kan., and Mr. Furey to Camp Houston, Tex.

### Leaves Business for Country.

HIRAM C. STEBBINS, Ft. Madison, Ia., has closed out his implement and hardware stock in order to enter the service.

### Stowe Man in Service.

S. T. STEINMETZ of the sales department of the Stowe Supply Co. has been called for the military service and reported last week to Camp Funston, Kan. Mr. Steinmetz had been with the company for the past year.

### Says Navy is "Great Stuff."

TANDY PECK, formerly a salesman for the New Idea Spreader Co. in the Omaha territory, writes back that navy life is "great stuff." He is in training at the Great Lakes Naval Training Station.

TOM JONES, son of F. C. Jones, implement dealer at Coon Rapids, Ia., was in Carroll, Ia., last week to take his physical examination before being inducted into service as a member of one of Uncle Sam's fighting units. He passed the tests and is now awaiting his call.

CLARENCE HINTON, junior member of the implement firm of W. M. Hinton and Son, Rockwell City, Ia., is now in the National Army. He is stationed at Camp Dodge.

E. A. HART, assistant to Manager J. A. McCammon of the Appleton Mfg. Co., has gone to Jefferson Barracks into army training.

## Individual Features of the R. & P.

THE R. & P. tractor built by the R. & P. Tractor Co. of Alma, Mich., has novel features which recommend it to tractor users. In the R. & P. design the axle construction permits a compact arrangement with all the gears inclosed and protected from dust by felt washers. This feature is an important one for with dust and dirt excluded and sufficient lubrication a tractor's life is materially lengthened.

The P-T pad wheels are the invention of two Italian engineers, Pavese and Tolitti, and are the same design as employed upon military tractors in the Italian army. The wheel is of the self-laying track type, and differs from others in that the pads are not



P-T PAD WHEELS ARE A FEATURE

pivoted in the wheel rim, but are simply held against it by two springs and suspended between two rolls. There is a maximum area of two pads on the ground at the same time; and the wheel rim simply rolls over the track on the pads without causing them to move, thus avoiding any milling or scraping in going over pavements.

Because of the increased efficiency over the ordinary friction wheel a much smaller diameter drive wheel can be employed, allowing a low center of gravity and the relatively narrow tread so desirable in tractor design. Other features are the hitch suspension, which is attached to the frame by four members, equally distributing the load throughout the chassis. A compression coil spring absorbs shock and vibration between tractor and load, and the hitch can be adjusted to any desired height between twelve and twenty inches, wherein are many advantages.

To aid in maneuvering the tractor into proper alignment with power-driven machinery the pulley which when not in use can be removed and the shaft covered with a cap, is placed on the same side with the steering wheel. Flexibility is obtained through

a pivoted front axle. The fuel tank is located under the hood at the rear of the motor, with a filling cap directly on top. The carburetor is equipped with a Wilcox-Bennett air cleaner.

Maximum height is 60 inches; width 65 inches; wheel base 70 inches; turning radius, 11 feet; length 108 inches; rating 12-20. Equipped with Waukesha motor, 3¾ by 5¼, Waukesha governor; Eisemann magneto; 9-gallon armored radiator, and Fuller selective transmission. Speeds, three forward and one reverse; weight 3,500 pounds.

Twelve Timken bearings give assurance of bearing efficiency. They are located in the front and rear wheels, differential and first reduction shaft.

The officers of the R. & P. company are F. W. Ruggles, president; C. W. Parsons, vice-president and general manager, and John Haggart, chief engineer.

### Plan Grain Elevator System.

In view of the ever increasing export trade in corn, corn meal, oats, barley and rye in the Union of South Africa, the Union Parliament has appointed a committee to lay plans for the construction of a system of grain elevators, Vice Consul Charles J. Pissar of Cape Town states in Commerce Reports.

Over 1,500,000 bushels of cereals were handled for export in South Africa during the year 1917. This amount included 8,000,000 bushels of corn, the exports of which have more than doubled in the last six years. Practically all this grain, together with that used for domestic consumption, is handled in bags. While awaiting shipment at interior stations and at the ports, for want of adequate storage facilities it is stacked in huge piles in the open and covered with tarpaulins.

### Busy With War Contracts.

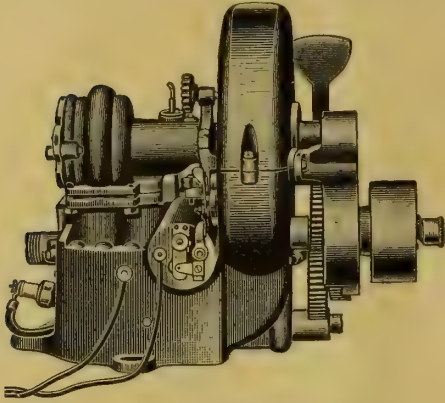
The fact that the whole factory force was busy turning out "Never-slip" and "Lightfoot" tractors prevented the Monarch Tractor Co. from being represented at the Salina tractor demonstration. Most of the tractors being made by the company are being used in the territory of the Allied nations. The company is also doing work for the United States Government in the construction of creeper tracks for the big tanks which are being used at the front.



# Tractor Parts and Accessories

## The Little Pet Gas Engine

TO produce a light, compact engine that will operate any machine ordinarily turned by hand power, has been the aim of the Elgin Gas Motor



A LIGHT, COMPACT ENGINE

Co., Elgin, Ill., in the manufacture of the Little Pet engine. The engine will operate washing machines, cream separators, churns, small pumps, fan-mills, etc.

The engine is in one size only, and has a bore and stroke of two inches, developing  $\frac{1}{2}$ -hp. at 1200 R. P. M. It is air-cooled, the fly-wheel blower directing a strong blast of air directly against and around the enclosed cylinder. The cylinder being inverted, gives ease in starting and positive lubrication. Overheating is impossible.

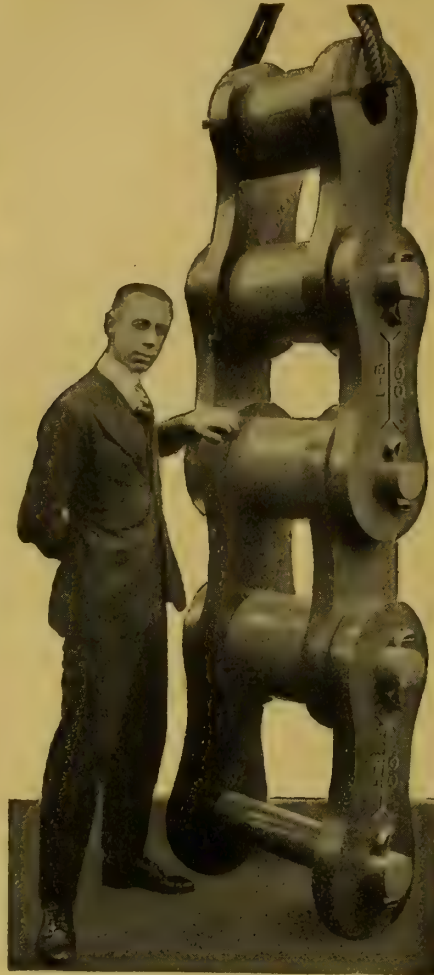
The governor is of the hit-and-miss type and is sensitive enough for direct electric lighting. Speed changes are easily made while the engine is running. The engine is equipped with combination starter and countershaft. The countershaft is driven at 1-3 crank shaft speed by silent helical cut gears encased in a housing. Pulleys may be attached or detached in ten seconds.

The crank shaft and connecting rod are drop forgings, properly heat treated. Crank pin and crank shaft are fitted with high grade annular ball bearings. Crank pin bearing is easily adjustable. The size of the engine is 16x14x13 $\frac{1}{2}$  in., and the net weight is 62 pounds. A foot pedal starter is one of the conveniences with which the machine is equipped.

## Largest Chain in Captivity.

An unusual exhibit has been prepared by the Link-Belt Co., Chicago,

Ill., and is being shown at truck and tractor demonstrations. It consists of a huge section of chain, which clearly illustrates the details of construction of the kind of chain now much used as a final drive for trucks and tractors. In order to give some idea of



A FEATURE AT RECENT EXHIBITS

the size of the chain, the company gives the following figures:

If a tractor were made large enough to be driven by such a chain, it would weigh over 500,000 tons, and would pull enough plows to plow 5,000 acres of ground a day.

A truck employing such a driving chain would have a capacity of 2,000 tons, or the equivalent of a maximum load of 50 freight cars.

A tank built in proportion to this giant chain would measure approximately 900 feet long, 300 feet high, and 300 feet wide. Such a tank, if run through the loop district of Chi-

cago, would mow down a swath of sky scrapers a block wide.

If this strand of chain were made of steel it would weigh many tons, and have a tensile strength, or lifting capacity, of over one million pounds. It has a pitch of 21 inches. The rollers measure 13 inches in width by 12 inches in diameter.

## Tire Filler Makers Organize.

A new organization known as the American Tire Filler Industry, Inc., was formed in Chicago recently by manufacturers of automobile tire fillers. The purpose is to standardize and perfect the tire filler, which it is declared is of value in reducing motor car operation and lessening delays due to tire trouble. F. D. Mayer of Chicago was elected president and C. P. Umstot of Chicago secretary. Headquarters will be established in that city.

## The Maytag Suction Cleaner.

The Maytag Co., Newton, Ia., have recently announced the manufacture in quantity of a new vacuum cleaner which is to be marketed through dealers. The cleaner is equipped with a General Electric Co. motor and is a light and flexible machine. A special feature is a light flexible Besom, a device to agitate the nap of the sur-



A LIGHT-WEIGHT VACUUM CLEANER

face so that dirt in the mesh of the fabric may be mechanically dislodged. It can be equipped with all of the necessary special tools of which a complete assortment is made.

The Peerless Pump Co., Thorold, Ont., Canada, will rebuild its plant, recently destroyed by fire.



## THE NEED AND VALUE OF TRACTOR SERVICE SCHOOLS

(Continued from page 15)

### The Value of Interest.

The tractor ran very nicely for some time when all at once this same trouble developed again. This time the man did not try to overcome it himself but simply sent for the only man, he thought, there was in the world who could do the trick, paying his expenses and time, which were considerable, to come out and start the machine. The service man readily recognized the chance to keep the man yet in ignorance and very easily extract a sum of money from him every time this trouble developed. Consequently, he pulled off the same stunt that he did the first time, with the result that the user had no knowledge of what the real trouble was. This was done several times until, finally, the writer was informed of this trouble and made a personal visit to the machine to see what was wrong. It did not take a minute to locate the trouble and only about a minute to show the owner how to overcome it in case it happened again. This same tractor ran a number of years, to the writer's personal knowledge, without an expert again visiting it.

In the short period of time which it is possible to devote to a service school, it is not possible to educate a novice in all the details and scientific principles involved in a tractor. The main thing is to get the party so thoroughly interested that he will continue his study after the service school is over and he has returned home; also to get him so interested in the subject that he will not only absorb more knowledge himself, but it will radiate from him to those about him. One of the peculiar things about knowledge is, the more we impart to others about any subject, the more familiar we become with the subject ourselves. The ideal condition will only exist when farmers, as a class, have become as familiar with tractors and tractor motors as they are today with the self-binder or the plow.

The instruction in the service school should be given in such a way that the minds of the people who attend will not be confused; it should be just as free from technicalities as possible. A great many such schools have been failures, so far as results were concerned, because those who were in charge could only impart the knowledge in a technical way. In other words, to be a successful instructor in

a tractor service school, one must be able to talk to the farmer in a language he will understand, bearing in mind that every farmer has not had a technical education. This condition, of course, is changing and changing rapidly, as a great many of the younger generation have attended technical schools. But it is not necessary to possess technical knowledge in order to properly care for and operate a tractor. The farmer does not want to know all about the scientific principles of combustion, or the technicalities involved in valve timing, air velocity, air friction, carburetors, etc., neither does he want to know all about magnetism, eddy currents, watts, volts and amperes. He simply wants to be told in a few simple words how he can adjust his carburetor; how to find out what his trouble is when trouble develops; how to test his magneto, and what care this instrument should have.

### Lists of Customers Grow.

The largest tractor and automobile school in the world, which is the Sweeney school at Kansas City, Mo., was founded on \$1.60 and this system; first, tell the fellow how, then show him, or let him see you do it, and then let him do the thing himself. It is first necessary to explain a thing, placing the mind in a receptive attitude so that when the pupil sees the thing done he will not only grasp the mechanical operation but the conception of the idea as well. Then by letting him perform the operation himself, it makes a lasting impression upon his mind and trains his hand so that he will never forget it. Some of the best operators and best service men I have ever known have been men with practically no technical training.

The number of customers is growing so large at the present time that it is only possible to reach them through a systematic distribution of service schools.

The Avery Co. has announced the following service schools: Dallas, Tex., Dec. 4, 5 and 6; Kansas City, Mo., Dec. 9, 10 and 11; Wichita, Kan., Dec. 12, 13 and 14; Omaha, Neb., Dec. 16, 17 and 18; Lincoln, Neb., Dec. 19, 20 and 21; Madison, Wis., Jan. 9, 10 and 11; Des Moines, Ia., Jan. 13, 14 and 15; Sioux Falls, S. D., Jan. 16, 17 and 18; Aberdeen, S. D., Jan. 20, 21 and 22; Minneapolis, Minn., Jan. 23, 24 and 25; Fargo, N. D., Jan. 27, 28 and 29; Grand Forks, N. D., Jan. 30 and 31 and Feb. 1; Billings, Mont., Feb. 3, 4 and 5; Peoria, Ill., Feb. 13, 14 and 15; Indianapolis, Ind., Feb. 17, 18 and 19, and Columbus, O., Feb. 20, 21 and 22.

# DUNHAM

## CULTI-PACKER

TRADE MARK REG.



## Dealers Buy Carloads

How many tools in your line do you order in straight carload lots?

That is exactly what dealers with only average implement business are doing with the Culti-Packer. Two or three carloads a season is not unusual.

Every farmer is a prospect.

The Culti-Packer is a new tool, yet it is based on such good sound farming sense, that it has won the instant endorsement of farming authorities everywhere.

You can actually sell seven out of ten farmers you demonstrate it to and many dealers have made even better records than this.

There's big volume and clean profit in Culti-Packers.

For Sale by  
John Deere Branches

## The Dunham Co.

CLEVELAND, OHIO

Factories at Berea, Ohio



*This advertisement, which is appearing in the daily newspapers, seems to us of such importance to American industry that we reproduce it here on our own responsibility as news and not as an advertisement. It throws a clear light on one of the great economic problems of the war and ought to be read by every progressive American business man.—THE PUBLISHERS OF*

**Implement & Tractor**  
Trade Journal

# A Message to American Business

## *The Lesson of British Experience*

From an Address made in New York by Mr. Val Fisher,  
London Publisher, Member London Chamber of Commerce,  
Associate Member American Chamber of Commerce in London

**"I** IN four years of war, many things have happened in Great Britain that I am quite sure you will be interested in hearing about.

"Some wonderful things have happened in advertising, through war conditions, and I want to touch on some of those things, that you may be prepared for the conditions that will probably arise as the war goes on. In the last four years the business men of Great Britain have learned more concerning the importance of building good-will through advertising than they did in forty years preceding the war.

"In considering business conditions in England you must bear in mind that *ONE-HALF OF ALL THE MEN IN ENGLAND BETWEEN THE AGES OF 18 AND 51 ARE IN MILITARY OR NAVAL SERVICE*. That means *ONE-THIRD* of our entire male population,

from the infants in the cradle to the extremely old.

"You must bear in mind that 5,000,000 British women who never worked before have voluntarily gone to work to fill the places of men at the front. Hundreds of our women are working in factories making TNT—a work that ruins the hair and turns the skin yellow—thus sacrificing their beauty for the rest of their lives for the sake of Britain and freedom. We have only one business in England and that is to win the war. We are all concentrated on that one thing, even to the boys and girls.

"You would think under such conditions, with as many men in active service, in proportion to population, as you would have if you had 18,000,000 men in uniform—you would think under such conditions that retail business would be bound to be bad. And yet business is wonderfully good. You American business men are now in much the same position as were the British business men at the end of their first year of war. You are wondering what will be the effect of increasing selective service—you are anticipating restrictions on your business—and I want to tell you some of our experiences so you can profit by them.

"The department stores of any coun-

try usually reflect the state of trade. The profits of the twelve leading London department stores during the period of war were as follows: Fiscal year 1914-15, profits \$4,950,000; 1915-16, \$4,250,000; 1916-17, \$5,575,000. In the Provinces the profits of the nine leading stores were: 1914-15, \$750,000; 1915-16, \$945,000; 1916-17, \$1,150,000.

"In the wholesale trade, the seven largest British houses increased their profits from \$3,429,000 in 1914-15 to \$5,885,000 in 1916-17. In the grocery trade, our leading chain-store firm made a profit of \$2,313,755 in 1916-17, and increased it to \$3,736,000 in 1917-18, the latter figure being \$1,000,000 per annum over their average for the previous five years. Lest you should think this is profiteering, I will tell you that the turn-overs justify such profits, and further, the British Government has recently declared there was no profiteering. Trade is good, abnormally good in England, because never before in its history have there been so many workers per thousand population—never before has the wealth of the country been so evenly distributed.

"The experience of Britain's retail stores contains an object lesson which should not be lost on the business men of America. During the first few months of the war many stores cut down their



advertising. But Selfridge did not. He did not skip a single day. He used all the space the papers would allow him to use and has continued to do so. The result was that Selfridge's profits during the first year of the war were \$573,000, during the second \$750,000, and during the third year \$1,125,000.

"Another London store, much larger than Selfridge's at the start of the war, decided to cut down its advertising, and did so until they saw their mistake, and the result is shown in their returns. This store's profits for the first year of the war were \$1,546,000; for the second year, \$1,000,000; and for the third year, \$1,175,000. From fourth or fifth place among London stores, in volume of business and profits, at the start of the war, Selfridge has climbed to *SECOND* place as the result of his continuous advertising, and he would be *FIRST* today had not the war prevented building additions to his store.

*"British manufacturers who have not a dollar's worth of merchandise to sell, whose entire plants are employed on Government work, are keeping their advertising continuously before the public, because while they are perfectly willing to turn their profits over to the Government, while they are perfectly willing to the sake of winning the war to have their factories commandeered and their normal business completely stopped, yet they are not willing to sacrifice their good will; they are not willing to have their names or their products forgotten.*

*"And so they continue their advertising, continue building their good-will, so that when the war shall be won there will be an immediate demand for the millions of dollars' worth of merchandise that their greatly enlarged factories will then turn out.*

*"This is a time when every manufacturer, every business man, should look far ahead. Good-will cannot be built in a day, even by advertising. The*

*war will not last always. We have all seen the mistake of being unprepared for war; it is almost as great and serious a mistake to be UNPREPARED FOR PEACE.*

*"What are you going to do with your acres and acres of enlarged factory space now employed in the making of War Products all over America, if you don't build good-will now for the goods you are going to make when the war is won? How are you going to keep the smoke coming out of your factory chimneys after peace is declared, if you don't keep your name constantly before the public now, and build a demand for your peace-time products that will insure a satisfactory business the minute you stop making munitions or other war supplies?"*

*"The war has taught the manufacturers and business men of Britain that advertising is not only the least expensive way to sell goods, but that it also has the far more important function of BUILDING GOOD-WILL—a good-will whose benefits, especially in critical times, can hardly be measured. British business men have also learned that advertising can be used in time of war to stop the sale of their goods, and at the same time retain and even increase the good-will of the public. In a few cases British corporations have realized when it was too late, and after irrevocable damage was done, that advertising would have saved them.*

*"Moreover, you Americans must not forget your opportunities for foreign trade. Millions of people in Great Britain and France and Italy and Central and South America will be looking to you for American-made goods when the war is over. Those of you who are best prepared, those of you whose good-will is most firmly established, will reap the greatest benefit.*

*"From the outbreak of the war British business men clearly recognized their*

*duty to their country and its fighting men. It was essential that they should strain every nerve to keep the trade of the country as near normal as possible during the war, and it is just as essential that when peace comes they must be prepared to keep every factory working at full pressure and to find employment for every employable unit. It is only by such methods that Britain can pay for her share of the war.*

*"No nation stands to gain as much commercially from the war as does America. In Great Britain the per capita income is \$236, and the per capita debt \$589; in the United States your per capita income is \$352, and your per capita debt is \$63.*

*"As you gentlemen know, I have been interested in fostering Anglo-American trade for many years. And I want to warn your manufacturing and export houses that NOW is the time to prepare for peace. I find a tendency here to neglect preparations for export trade until peace has been declared. There could not be a greater mistake. Now is not the time to export, but most emphatically now IS the time to lay your plans and build good-will.*

*"Through a long experience with Anglo-American trade I know that most of the failures made by British houses exporting to this country and of American houses exporting to Great Britain have come about through the lack of adequately understanding the temperaments of the public in the two countries.*

*"These are times of rapid and tremendous change. No man can rest on his laurels. Those who were leaders last year, those who are leaders now in their respective business lines, may be surpassed next year by far-seeing, efficient, and THOROUGHLY PREPARED competitors who have laid their plans a long way in advance."*

*The above is reproduced in the interest of American Industry by the*

## American Association of Advertising Agencies

OFFICE OF THE NATIONAL EXECUTIVE SECRETARY  
METROPOLITAN TOWER, NEW YORK

American Association of Advertising Agencies embraces a national membership and comprises the following councils:  
Western Council, New England Council, Philadelphia Council, Southern Council, and New York Council.





## An Opportunity Both Patriotic and Profitable

**T**HE En-ar-co service flag now contains over 225 stars—honor emblems for our boys who have answered our country's call. More are going. All are ready for service when needed. The majority that have gone were formerly salesmen and office men. All had a vital part in our service to dealers.

These fighting men are still serving you. They are giving their all. Some may lay down their lives for we who remain. Others will one day come marching home victorious.

### Conserving Man-Power

Our part is to "carry on" and thus keep their positions open for them. Will you help by mailing your orders? We cannot cover the territory as often as formerly. Man-power must be conserved for the Nation's need.

If you are not now selling En-ar-co National Motor Oil, En-ar-co Motor Grease and other En-ar-co Products, don't wait for a salesman. Send the coupon today for full details of our advertising and forceful selling helps—co-operative plans that mean dollars to you and greater lubrication satisfaction to your customers.

### The National Refining Co.

Branch Offices in 78 Cities

General Offices:  
1743 Rose Building  
CLEVELAND, OHIO

(112)

Send  
This  
Coupon  
Now

Send  
FREE

The  
National  
Refining  
Company  
1743  
Rose Bldg.  
Cleveland, Ohio  
Please send us  
sample Handy Oil  
Can, detailed infor-  
mation about En-ar-  
co Products and com-  
plete proposition to  
dealer, including adver-  
tising and sales plans.

Name .....

Business .....

Address .....

City .....

State .....

Tear or Cut Out—Mail Today

## PEACE AND THE IMPLEMENT INDUSTRY

(Continued from page 17)

extraordinary high price in our industry.

### Never Greater Opportunity.

From the SOUTH BEND CHILLED PLOW Co., South Bend, Ind.:

Never in the history of the world has there been greater opportunity in the farm implement trades. The great demand of overseas needs behooves not only that manufacturers should speed up but that domestic consumers should anticipate their needs early. Prices are not likely to moderate greatly for several years, but the great demand for food-stuffs will equalize the situation.

### Present Restrictions Should Stand.

From the NEWELL SANDERS PLOW Co., Chattanooga, Tenn.:

For the general good the 75 percent allotment of material should stand. The present price of implements should stand until Oct. 1, 1919. If the present price of material is maintained a commission of implement men should be appointed at once to determine what types of implements would suit conditions and methods of agriculture in the war zone that could be produced here at a minimum cost either for sale or as gifts.

### A Future of Great Promise.

From HUNT, HELM, FERRIS & Co., Harvard, Ill.:

We are profoundly grateful for the victory achieved. We look forward with great expectancy to the future, which we believe to be peculiarly promising for farm equipment manufacturers. We look to see farm industries exceptionally prosperous on account of the large demand which we believe will continue for all farm equipment. We do not look for any marked decline in prices in the near future, and believe that dealers and jobbers should keep stocks well supplied.

### Need for a Cool Head.

From the SANDWICH MFG. Co., Sandwich, Ill.:

While with gratitude we join in the felicitation over our victory and favorable position, we suggest that notwithstanding the big blow is over the sky is not yet clear. The sea is rough and uncertain and everyone should sit tight. Don't rock the boat, but pull a strong and steady oar.

### Gradual Return to Normal.

From the LA CROSSE TRACTOR Co., La Crosse, Wis.:

We look for no radical change in prices either of material or manufactured product. Washington and financial interests will safeguard business generally throughout the reconstruction period, which will gradually return to normal balance so far as domestic trade is concerned. We confidently expect a large expansion of foreign business and eventual dominance of American trade.

### No Immediate Change.

From the MASSEY-HARRIS HARVESTER Co., Batavia, N. Y.:

The demands of war-depleted countries for implements to resume agricul-

tural activities which form the basis of their reconstruction, coupled with the like demands of American farmers in maintaining maximum production to feed the world and the overseas forces during restoration, probably without any immediate improvement in the labor situation, are likely to limit supply, hold prices high and make deliveries slow. Forecasting needs conservatively and buying early would seem logical.

### Industry Will Do Full Share.

From the ASPINWALL MFG. Co., Jackson, Mich.:

The implement industry should and will stand ready to co-operate with the Government to facilitate and promote the work of peace and rehabilitation of devastated nations by seeking for itself only the material absolutely requisite to its needs, and it will render its support effective with prices established to reflect consistency.

### World Needs Greater Production.

From the BEAVER MFG. Co., Milwaukee, Wis.:

One of the important factors in reconstruction will be food. The farm equipment industries should plan an active co-operation to assist the farmer in raising more food products. All sense of humanity and mercy prompts us to feed all those in distress, even our antagonists.

### Larger Business Ahead.

From F. E. MYERS, president, F. E. Myers & Bro., Ashland, O.:

The commercial world has been disturbed because of uncertainties, but will now become reconciled to increased application for the larger business that is bound to follow. Farm products will be needed in large quantities for the support of ourselves and the Allies. The farm equipment industries will be expected to provide the implements for production of these products. The consequent demand for material will keep up the price level. The implement dealer should anticipate as much or even more than before and buying should not be held off expecting reductions, with the result of later complaints because goods are not received on time.

### Prepare for Unusual Demand.

From the AULTMAN & TAYLOR MACHINERY Co., Mansfield, O.:

Now since hostilities have ceased we must feed both our Allies and the defeated nations, and the farmer must without any material relief from labor shortage increase his productions the coming year over last. His only resource is more labor-saving machinery. We predict unusual demand for power farming machinery.

### No Excuse for a Panic.

From FRANK C. JOHNSON, president, American Seeding Machine Co., Springfield, O.:

Our country emerges mightier than ever, a greater world power. Precipitate changes are not required. There is no excuse for a panic. Agriculture moves to first place. We must produce more. Prices of farm products are assured for the next year. Implement prices should undergo no change during the next twelve months. There is no prospect of



change in the cost of materials and the labor problems of reconstruction must be handled with poise and patience.

### The Dealer's Great Opportunity.

From C. L. SPRINKLE, president, United Engine Co., Lansing, Mich.

The world now looks to America to feed it. This means the American farmer is at the beginning of the greatest prosperity in history. It is his duty now to equip his farm with the latest and most efficient machinery for increasing his production. During the past two years farmers have not purchased new machines but have conserved by using their old ones. These must now be replaced. This with the normal demand means an excessive volume of farm machinery business. Prices for both farm produce and machinery will not materially decline. Dealers should maintain a liberal stock. The dealer and consumer working together on war campaign drives combined with mutual sacrifices has brought about wonderful community spirit, which paves the way for permanent home town patronage. This is the dealers' golden opportunity.

### Big Factor in Reconstruction.

From CYRUS H. McCORMICK, president, International Harvester Co., Chicago, Ill.

We may expect a continuance of the unusual domestic demand for farm equipment as long as America must help the Allied nations to feed themselves and must aid in the tremendous task of feeding the countries which the war has left on the verge of famine. Reconstruction in these countries will necessarily begin with the restoring of agriculture. For this purpose full supplies of farm equipment will be vital, and there will be a heavy demand from other countries as soon as foreign commerce begins to revive. It is impossible to over-estimate the fundamental nature of the service to be rendered by the farm equipment industry in the world-wide work of rehabilitation.

### Task of Rebuilding Europe.

From C. F. SMALLEY, president, Smalley Mfg. Co., Manitowoc, Wis.

November the eleventh, the second greatest day in the world's history, is consecrated to true democracy and to the reconstruction period we are facing. America must still feed the world. American farmers must produce maximum crops next year. America must largely rebuild northern France and Belgium. These conditions will mean great activity.

### The Disorganized Millions.

From FINLEY P. MOUNT, president, Advance-Rumely Thresher Co., La Porte, Ind.

The food problem of 1919 is made greater by the armistice adding the disorganized and starving millions of the Central Powers and Russia to be fed by American farmers because conditions prevent raising normal crops in 1919 anywhere in Europe. Farmers and the implement industry should not be misled by peace. I believe prices will continue high and expect a shortage of implements to meet the 1919 requirements.

## What does a bumper corn crop mean?

Prosperity for everybody—the additional sale of tools for cultivating and harvesting the corn crop as well as the sale of other implements which comes from prosperous farmers.

Naturally, a dealer who desires to further his own business must be interested in the size of crops that farmers grow.

The great value of the Black Hawk Planter in growing bigger corn lies in the accuracy of its drop and the ability of the farmer to plant as many kernels to the hill in any part of the field as he desires without stopping his team, depositing the seed in the ground the right depth and the correct packing of the soil around the kernels for quick germination and rapid growth.

The curtailment of metals for manufacturing will interfere very seriously with the production for next year's planter business, regardless of war conditions. It is important that you order your supply for next spring now.

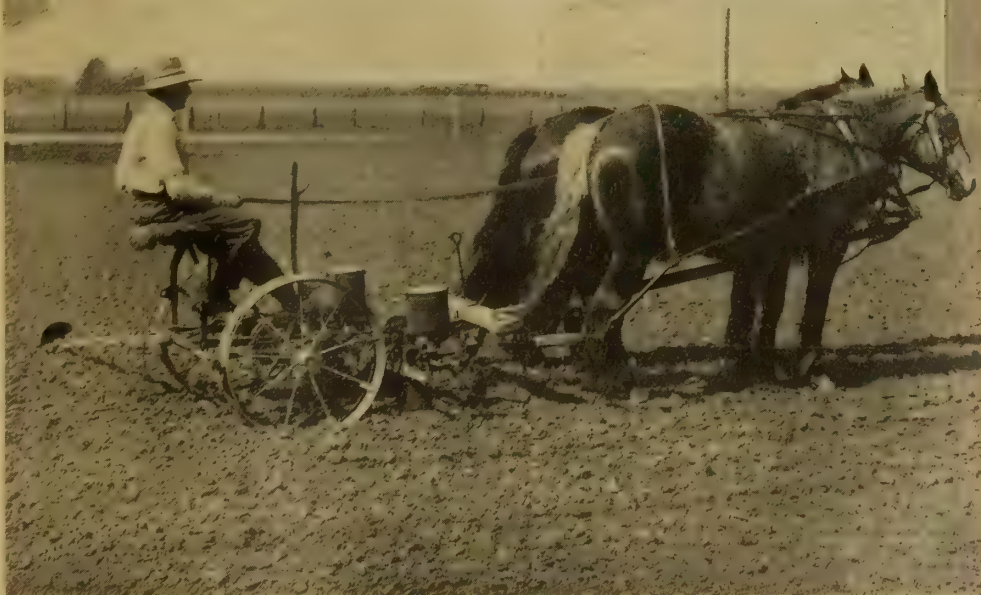
## Oliver Chilled Plow Works

Plowmakers for the World

Kansas City, Mo.

Dallas, Texas

Omaha, Neb.





## BUCKLEY ON COMMERCIAL LAW

*(Continued from page 24)*

would carry out the arrangement with you to the letter, except for the fact that we cannot legally enter into an exclusive sale contract under our state laws."

S. V. G.

**Exclusive Contract Is Legal.**

The question is: Can a manufacturer or jobber legally make a contract giving a buyer the exclusive right to sell his product in a given territory?

The answer is: He can, if the article involved is in regular commerce, not monopolized by anybody. He can do it with coffee, or tea, or muslin, or sewing machines, or a brand of clothing or an automobile. He can do it anywhere in the United States, including Texas, though the law of that state on the subject is somewhat mixed.

The only state in the Union, so far as I know, which has a statute forbidding exclusive sales contracts is Texas, but the courts don't all seem to follow it. In one case involving the sale of a brand of beer, a Texas court held an exclusive contract void under the act which declared that "any agreement or understanding to refuse to buy from or sell to any other per-

son any article of merchandise, produce or commodity, is a conspiracy in restraint of trade."

But in another case in Texas, also involving the sale of a brand of beer, another court held that it was not illegal under the very same act.

No other state has such an act, so far as I have seen, and the general law on the subject is accurately expressed by the following decision in an automobile case, which holds, incidentally, that such contracts aren't even against the law of Texas.

The Cole Motor Car Co., an Indiana corporation, entered into a contract in Indiana with a citizen of Texas for distribution of its car in certain designated counties in Texas. The contract provided for invoicing to the distributor at prices fixed in advance by the company, and a commission to be paid to the distributor on each car sold. The contract also contained a clause to the effect that the distributor should have the "exclusive right to sell Cole motor cars" in the territory named. In a suit against the distributor for a balance due on cars delivered to him, a defense was set up that territorial restriction in the contract rendered it void as violative of the Texas anti-trust law. It held that the transaction constituted a consignment, involved interstate commerce and must be determined by the anti-trust laws of the United States rather than the anti-trust laws of Texas. The conclusion is reached that neither of these laws is violated. The agreement did not re-

strict trade. There are a multitude of other companies from whom purchasers can readily obtain motor cars, varying in little, if anything, from the perfectibility of the car made by the plaintiff company. It is common knowledge that most, if not all, of such motor companies avail themselves of similar arrangements.

**Monopolizes Brand, Not Article.**

It is clear, then, that A, a manufacturer in New York state, and B, a dealer in Pennsylvania, can enter into a legal contract by which B is to have the exclusive right to sell A's product in B's territory. There is not the slightest doubt about the perfect legality of such an agreement, provided no monopoly is involved. Monopoly doesn't mean a monopoly of a brand—every owner of a brand has that—it means monopoly of the entire supply of a commodity. There would be a monopoly if a manufacturer making and controlling 90 percent of all automobiles made in this country should make exclusive sales contracts.

In other words, a man has a complete monopoly of "Silver" corn, or "Nobby" clothes, or the "Ford" automobile. He can sell whom he likes and as many or as few as he likes. Nobody can question his right to do so, where the only trade he restrains is the trade in his own brand.

**Mid-West Meeting Opens.**

Omaha, Neb., Nov. 12.—Nebraska and Iowa dealers began arriving in Omaha Tuesday to attend the Mid-West convention which opened at two o'clock this afternoon with a good attendance. Many exhibitors have opened their booths in the auditorium and the prospects for business on the part of both the exhibitors and local jobbers seem good.

President C. E. Gallagher of Cole-ridge, Neb., opened the convention in the assembly hall of the Hotel Rome and delivered an excellent address, reviewing the work of this momentous year. Secretary James Wallace of Council Bluffs made his annual report, as did Treasurer J. M. Elwell of Springfield, Neb. O. A. Rystrom of Stromsburg, Neb., reported as a delegate to the National Federation meeting in Chicago last month. Anton Hansen of Upland, Neb., had charge of the Question Box.

Wednesday night the visitors were entertained at the Rome as guests of the Omaha Implement and Vehicle Club.

A full report of the Mid-West convention will appear in next week's issue of the Implement & Tractor Trade Journal.

# KEEP THE TRACTOR WORKING

Every day it is laid up for repairs is a national calamity, for the whole world looks to America for food.

## S-M-C ASBESTOS BRAKE LINING

Is your best assurance of continuous, dependable service. S-M-C meets every tractor duty—does not burn, glaze or crumble under the most gruelling tests because of its superior construction. Is closely woven, of highest quality asbestos, with friction wire interwoven. Compressed to exact size by massive steel rollers after being treated with S-M-C Special Compound which makes it resist heat, water, oil and gasoline.

Look for the letters S-M-C on the roll before you buy brake lining or transmission lining. They mean service for the tractor owner and increased trade and profits for the manufacturer or dealer.

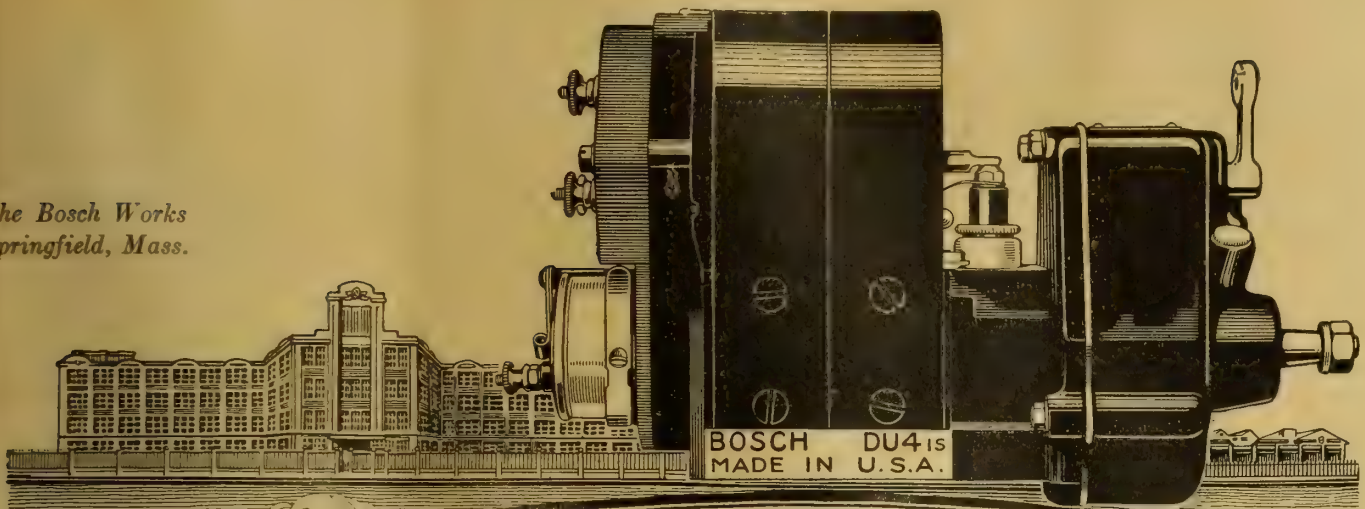
# Staybestos Mfg. Co.

5549 Lena Street  
Philadelphia

The "Modern" Factory—Equipped to Make All Widths Up to 6 Inches



*The Bosch Works  
Springfield, Mass.*



## GIVING THE SERVICE THAT MAKES MORE SALES.

**M**AKE sure in advance that the tractor you sell will also make good on the extra hard jobs. It's the engine that counts. And the most important thing in keeping an engine going is the ignition. So be sure the tractor you sell has

### **BOSCH** MAGNETO IGNITION With Bosch Impulse Starter

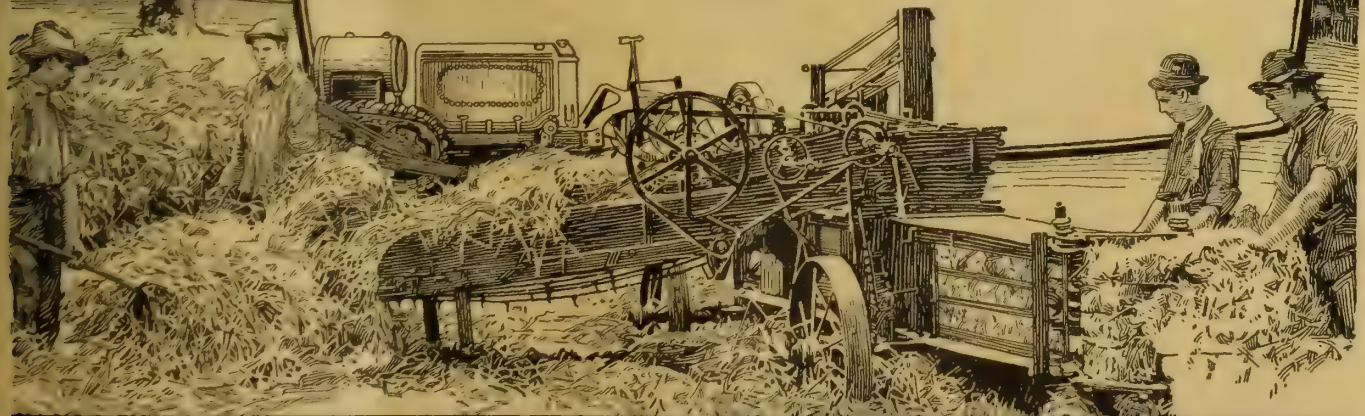
Built like a locomotive for strength, like a watch for painstaking attention to detail, Bosch has the ruggedness to stand up in a pinch. Its rip-roaring sparks drive so powerfully into the mixture that every drop of fuel yields every ounce of its power. Bosch advertising is proving all this to your customers

The new Bosch Impulse Starter starts any engine easily and certainly without the nuisance of batteries or hard cranking.

Compare Bosch with other ignition systems and you will understand why it helps you to sell tractors. Recommend it, fit it to tractors now in use, and specify on your orders: "Bosch Magneto Ignition."

*CORRESPONDENCE INVITED*

**BOSCH MAGNETO CO.** 228 West 46th St., New York  
Branches: Chicago, Detroit, San Francisco. Service Stations in every State: 188 in all.



**AMERICA'S SUPREME IGNITION SYSTEM**  
MOTOR TRUCKS - TRACTORS - AIRPLANES - MOTOR CARS - MOTOR BOATS - MOTORCYCLES - GAS ENGINES - ETC.





## Believe Peace Assured

### Signing of Armistice by Germany Expected to Stimulate Business.

Kansas City, Mo., Nov. 16.—Signing of the armistice by Germany, or the unconditional surrender of the last of the Central Powers, is expected to prove a great stimulus to business. That is the belief of a good majority of the implement distributors here.

The West Bottoms closed up Monday to celebrate the results of the victories of the United States and the Allies. Some of the houses tried to stay open half of the day but with very poor results. The implement men celebrated and celebrated right.

Tuesday was a busy day. As if by common understanding, sales managers and division sales managers left for various territories. The belief was expressed everywhere that the business would now be waiting and all that was necessary was to go and get it. Letters to travelers from the branch houses the early part of this week expressed every confidence in the implement business possibilities, the natural result of the promise of peace.

Canceling the draft program aided in steadying the belief in the future. The November call would have taken thou-

sands of farmers and not a few implement men out of this territory.

A steadying of prices also seemed assured. It is too early to say whether the demands on the steel market will permit removing the restrictions on implement and tractor manufacturers.

### Sandwich Mfg. Co. to Move Offices.

After Nov. 30 the Sandwich Mfg. Co. will move its offices to the second floor of the building at 1222 West Twelfth Street, according to an announcement made by C. E. George, manager for the company. The sample rooms will be on the second and third floor of the building. The Sandwich company formerly occupied offices and sample rooms in the Studebaker building.

### Move Wichita Transfer Branch.

The Peru-Van Zandt building, 117-121 North Water Street, Wichita, Kan., has been leased by the John Deere Plow Co., to be used as storage room for the transfer stock maintained in that town. The company at present is using the Lee-McClure building in Wichita. The company will take possession Dec. 1.

### Implement Club Will Meet.

The Kansas City Implement, Vehicle & Hardware Club will meet at the Hotel Baltimore at 6:30 o'clock Monday night, Nov. 18. The meeting scheduled for last Monday was called off in order that no restraint could be placed on the club's membership in celebrating the signing of the armistice by Germany. Health Board restrictions imposed to combat the influenza epidemic will not interfere with the meeting. The club will elect officers.

### T. H. McDearmon a Visitor.

T. H. McDearmon, owner of the Nash Sales Co., Omaha, Neb., was in Kansas City this past week. Mr. McDearmon was formerly the sales manager of the John Deere Plow Co. He was very enthusiastic over the plans being made for the annual convention of the Mid-West Implement Dealers' Association. Mr. McDearmon helped convoy quite a delegation from Kansas City to Omaha for the convention.

### Real Good Crop Conditions.

Travelers in the city during the past week are reporting the best of crop conditions throughout all of the Kansas City territory. Wheat seeding in Oklahoma is practically completed and in all parts of Kansas and Missouri an excellent stand has generally been met by favorable conditions. In western Kansas, however, the grasshopper has done considerable damage.

### Add One Lyre.

The wife of a Methodist minister in West Virginia has been married three times. Her maiden name was Partridge, her first husband was named Robins, her second husband Sparrow, and the present Quail. There are two young Robins, one Sparrow and three Quails in the family. One grandfather was a Swan and another a Jay, but he's dead now and a bird of Paradise. They live on Hawk avenue, Eagleville, Canary Island, and the fellow who wrote this is a Lyre and a member of the family.—Valley Enterprise.

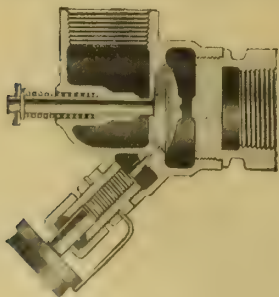


United Dealers Always Make the Most Money

# UNITED—The Great Fuel-Saver!

When you push the engine that saves the **Most** gasoline, you are making money selling **United Engines**. Remember, Uncle Sam needs gas—thousands of Uniteds everywhere are saving it for him. Join Now.

## The UNITED Carburetor--Its Middle Name Is "Fuel-Saver"

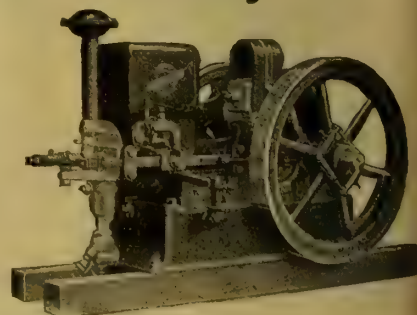


Aeroplanes, Automobiles, Trucks and Tractor Engines—all have air-valve carburetors. See that spring controlled air-valve? It automatically regulates the intake of air, with every stroke of the piston. United engines start easily on the coldest days.

With its adjustable needle-valve and many other big features, this famous United carburetor is turning thousands of "once-in-a-while" buyers into "car-load" dealers. (Better get busy.)

## Be the Master Engine Dealer in Your Territory

Go into any territory where large numbers of engines are sold and you'll find it's the **UNITED DEALER** who walks away with the big business. The **UNITED** is the fastest selling line, the most profitable and the **One Reliable Line** that makes "patrons" out of "customers." All sizes 1 3/4 to 12 h. p.—also Kerosene Throttling Governed Engines.



Write for Prices on United Light Plants, Feed Mills, Washers and Cream Separators.

# United Engine Company

C. L. SPRINKLE, Pres.

General Offices, LANSING, MICH.

Independence, Ia. Kansas City, Mo. Albany, N. Y. Minneapolis, Minn.





# Why Once a Year?

There are three bearing principles that we have continually impressed on the tractor user and builder:

- 1—All bearings wear.
- 2—Wear makes bearings looser.
- 3—Looseness is harmful unless corrected by some form of take-up.

Naturally, the tractor user asks—"How much wear is there?" Also, "How often does it really need to be taken up?"

## How Much Do Bearings Wear?

Bearing wear is extremely small. Fine measuring instruments would be needed to tell just *how much* the rollers had decreased in size after a hard season.

## How Often is Take-up Necessary?

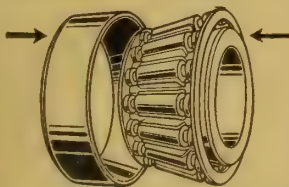
Only once a year—between seasons if the bearings are Timken Roller Bearings. Once a year—because that's when all the other take-ups are made—motor main shaft bearings taken up—valves ground and adjusted—nuts tightened. Lots of Timkens could go through two or three seasons without it, but it's best to be on the safe side. You want to *know* that your bearings are new when you start the season.

## Wear May Be Serious Though Unnoticed

Why do Timken Bearings need this take-up when other bearings are *said* to go on season after season without adjustment? The answer is that wear is going on little by little in any bearings all the time.

## Foresight is Better Than Hindsight

The big difference between most bearings and Timken Bearings is this: In the former, wear goes on without your knowing it, and without giving you a chance to correct it. In Timken Bearings you can take up wear season after season just as easily as you can make other necessary adjustments in the tractor.



## Bigger Things at Stake Than Bearings

Take-up puts new bearings on your tractor—but it does more. *It keeps the gears new.*

Suppose that the bearings wear just a little. There's a slight looseness. The teeth separate a little. Instead of rolling contact a little sliding contact is introduced. Friction increases. Teeth slide in and out of mesh. Wear becomes greater. Worst of all the shape of the teeth is changed.

Right here is apparent one of the biggest differences between Timken Bearings and other bearings.

If the wear goes on, the wear of tooth on tooth becomes a little greater. At the end of two or three years the gears are noisy—work hard—wear out rapidly.

*But you don't want to wait till your gears are worn out before you know they're wearing.*

## Take-up Keeps Gears New

Of course, new bearings can be put in; but new bearings won't solve the problem, because the gears have worn with the bearings. New bearings wouldn't help. New bearings at this stage mean new gears always.

With take-up for wear there's quite a different story.

At the end of the first season when sliding, wearing tooth motion is just beginning, take-up puts the gears in mesh just as they were when new. Contact again becomes purely rolling. Teeth wear in shape—not out of shape.

Gears as well as bearings are renewed.

Don't forget this:

- All bearings wear
- All gears wear

Timken Bearings wear just as long as any bearing before the first adjustment is necessary. Most important of all—other bearings need adjustment just as much as Timken Bearings, but have to work along the best they can without it because their construction does not permit the take-up that adds life to Timken Bearings.



THE TIMKEN ROLLER BEARING COMPANY

Canton, Ohio



# TIMKEN

# BEARINGS

FOR MOTOR CAR, TRUCK & TRACTOR





## Accounts in Good Shape

### Show Advance in Last Few Years in the Matter of Collections.

Minneapolis, Minn., Nov. 14.—November collections have come along in fine shape, and the totals on this year's business give every promise of being the best in a number of years. This is due to the good crops and early marketing, but also to the fact that there has been a decided advance in the matter of urging collections. It was but a few years ago that collections were assumed to have to drag until the farmers got around to paying their bills, and this was contingent upon their being ready to sell their grain. Some ten or twelve years ago a prominent concern made the startling innovation that accounts must be cleaned up promptly in the fall. This was the start of better things for the implement business, manufacturing, wholesale and retail. Since then collections have been put upon a systematic basis, and steadily the methods have changed.

### Plow Demand Is Surprising.

The way the demand keeps up for plows, both tractor and horse drawn, is remarkable. It is well into November, when frost may prevail and stop further use of plows in the fields, and much rain has fallen through the last of October

and the first part of November, preventing field work, and threatening to cut off further fall work. In the face of all this, there is a steady demand for plows. It shows the tendency to do as much work as possible.

Fall goods generally are being called for right along. There is more or less complaint that the war has taken a large number of horses from the Northwest, while cattle have been killed for beef. But the way stock tanks and other equipment for stock are selling, it does not appear that the totals have been seriously depleted.

### Much Building Is Anticipated.

The limitations on building, even on farms, imposed by the war board, have held back some necessary constructions on the farms of the Northwest. The crops and general needs have made additional buildings quite essential, and much building will doubtless follow the removal of the ban.

### Twin City Meetings Deferred.

The executive committee of the Twin City Implement, Vehicle and Hardware Club recently decided to make a purchase of Liberty Bonds, and also voted a donation to the fund for the relief of forest fire sufferers of northern Minnesota. Owing to the ban on meetings, the club has had to defer its regular meetings.

The canvass for funds to the fire sufferers' relief, among the implement houses, resulted in all contributing freely. All who had anything to do with the canvass speak highly of the generous way the jobbing houses received the appeal.

Formal articles of incorporation of the Northern Hart-Parr Co. have recently been published.

All the travelers of the Deere & Webber Co., have been in for a conference and schooling for a week or more.

The epidemic of influenza is one more cause of delay in handling orders. The malady has seriously affected some shipping forces.

E. J. Fairfield of Lindsay Bros., has been reelected vice-president of the civic division of the Minneapolis Civic and Commerce Association.

The Hobart Metal Manufacturing Co., Minneapolis, manufacturer of tractor parts, has moved its plant from 520 Second Street Southeast, to new and larger quarters at Sixteenth Avenue Southeast and Eighth Street.

The New Idea Spreader Co. had its entire force of travelers in for a general salesmen's meeting recently. The showing for the year just past was so satisfactory that three additional salesmen have been put on to extend the field. The new men are William Richter, formerly in the retail implement business at Albany, Minn., to take the St. Cloud block; J. F. Kienzle of Sioux Falls, to take the Sioux Falls block, and A. M. Hovey of Eau Claire, Wis., to take the Eau Claire block.

### Took No Lessons.

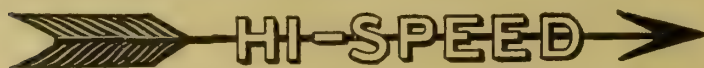
"How you do stutter, my poor lad. Did you ever go to a stammering school?"

"No-a-no, sir. I dud-dud-do this naturally."—Vancouver Daily Province.

## This Window Display Will Make Business for You

Goulds Noiseless "Hi-Speed" Pump offers you a special opportunity as an attention-getting exhibit. It is so unique, so simple, so silent, that it is sure to attract great attention. You can easily install in your window an outfit like that shown opposite.

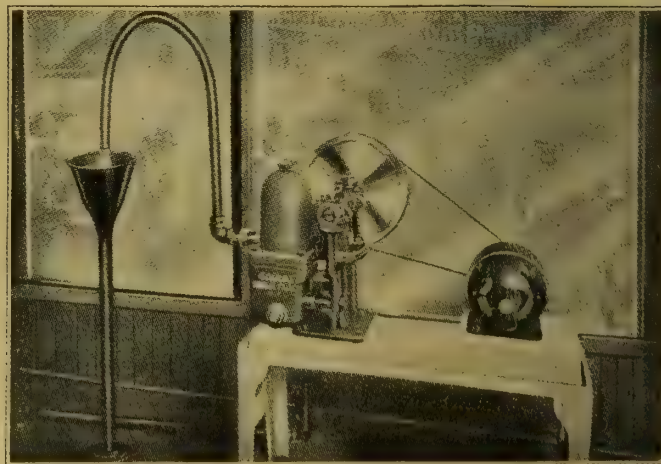
This is the first and only noiseless pump for the small individual plant—on the farm, in the small-town home, hotel, store or shop. It opens up new trade and breaks down the most serious objection to the installation of the home pumping outfit. The



runs so smoothly that at a distance of ten feet, only the purr of the motor can be heard. And by a window display you can demonstrate this feature and prove it to be a positive fact.

The "Hi-Speed" Pump has many other distinctive features. It runs at a speed of 500 r. p. m. and oils itself at each revolution. It is built in two sizes—3 and 6 gallons per minute.

The "Hi-Speed" Pump is supplied with 13 different outfits—12 motor-driven and one gasoline-engine-driven. By stocking one complete outfit and a set of extra parts you can build any one of these 13 outfits. Only a small stock investment is necessary and the turn-overs are quick.



Now is the time to order the "Hi-Speed" Outfit. Be the first in your community to display a "Hi-Speed" exhibit in your show window. Write for further information and prices today.



### The Goulds Manufacturing Company

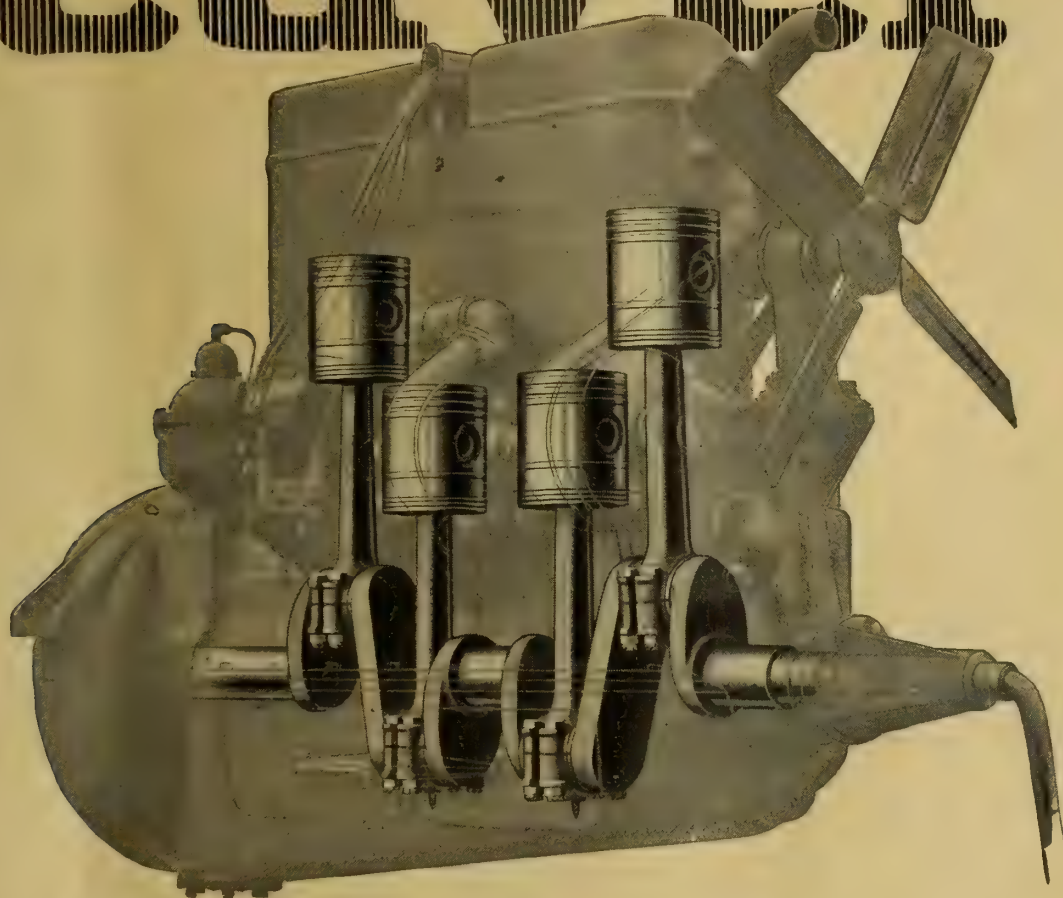
Main Office and Works

Seneca Falls, N. Y.

New York 16 Murray St.	Boston 58 Pearl St.	Chicago 12-14 S. Clinton St.	Philadelphia 111 North 3rd St.
Pittsburgh 636 Henry W. Oliver Bldg.	Atlanta 3rd Nat'l Bank Bldg.	Houston 1001 Carter Bldg.	



# THE TRACTOR ENGINE Beaver



## Beaver Crankshaft Big-as-Your-Wrist

The first time you get a chance, grasp the great BEAVER crankshaft in your two hands—see if you can close your fingers around it. You'll know then what we mean by BEAVER "bigness"! You may never afterward be able to remember the diameter in inches, *but you'll never forget the "feel" of its mammoth strength.*

A crankshaft big-as-your-wrist! Connecting rods, pistons, wrist pins, bearings—all working parts built on a scale you have *never seen* in such an engine! The minute you look at it, you sense its extraordinary power. You know it must be able to *per-*

*form.* Your respect for the tractor in which you find it goes *up.*

BEAVER Engine is not only a brute for strength but a bulldog for stick-to-it-iveness. It is a valve-in-head engine, burning kerosene. Its oiling and cooling are *marvels of certainty.* The almost instant accessibility to every wearing surface would decide you in favor of BEAVER if it had no other feature!

Several history-making tractors of 3-4 plow capacity use BEAVER Engine, and others will have it. If you sell one of these makes your customers will find themselves in possession of a power plant that will be the envy of their neighbors.

BEAVER MANUFACTURING CO.  
Milwaukee, Wisc.



## OMAHA-COUNCIL BLUFFS



## Dealers Ordering Freely

## Corn Husking Season Over and Attention Turns to Plowing.

Omaha and Council Bluffs, Nov. 15.—Few dealers were in Omaha during the week preceding the Midwest convention, and jobbers explained this by the fact that most of them were waiting to come in at that time.

Binders, hay tools, and harvesting machinery in general are already being ordered in good quantity by the dealers throughout the midwestern territory. Corn husking is over in many parts of the state, and a great many of the farmers are giving their attention to plowing, as the abundant rains recently put the soil in excellent shape.

## More Influenza Victims.

Nels Kronquist of Holdrege, Neb., well known implement dealer and member of the firm of Dresher & Kronquist, died last week at his home at Holdrege.

Pneumonia following influenza was the cause.

H. C. Jenkins, who travels southwest Iowa for the T. G. Northwall Co., Omaha, is at his home in Council Bluffs, ill with influenza.

A. C. Daniel of Norfolk and L. C. Smith of Hastings, travelers respectively for the north Nebraska and the southwest Nebraska territory for the T. G. Northwall Co., have just started on their territory again after being ill for some time with the epidemic.

## New Traveler for Oliver.

Nathan Lewis has taken a position with the Oliver Chilled Plow Works as traveler for the Sioux Falls territory. Mr. Lewis lived at Newton, Ia., but will now move to Sioux Falls.

## Partnership Dissolved.

Ashton & Anderson, dealers in windmills and well supplies at Blair, have dissolved partnership. Herman Anderson succeeds to the business, while Mr. Ashton will retire at least temporarily.

J. L. Milligan, dealer at Scribner, Neb., was reported ill with influenza last week.

F. J. Farrington, manager for the John Deere Plow Co., spent a few days in Sioux Falls, S. D., last week.

G. M. Durkee, manager for the Parlin & Orendorff Plow Co., has a fine exhibit

of potatoes on a table in his office. Many of them weigh as much as three and three-quarters pounds apiece. They were given to him at Torrington, Wyo., recently by the Edquist Hardware & Implement Co., of that place. The implement company raised them and dug them with a Dowden potato digger. The Dowden digger is jobbed by Mr. Durkee at Omaha.

## An Impossible Amount.

Some negroes were discussing the death of a small dorky.

The cause of the disaster was clear enough to one of the men.

"De po chile died frum eatin' too much watah-million," he explained.

One of the others looked his doubts.

"Huh," he grunted scornfully, "dar ain't no such thing as too much watah-million."

"Well, den," remarked the first, "dar wasn't enuff boy."—Life.

## Similar Customs.

Yeast—They say that "over there" they always play a favorite march before the fighting begins.

Crimsonback—So they do over here. Didn't you ever hear 'em play Mendelssohn's march at weddings?—Yonkers Statesman.



## BARN DOOR HANGERS

We have the complete Cannon Ball line.

Now is the time to push these goods.

Send us your Mail Orders.

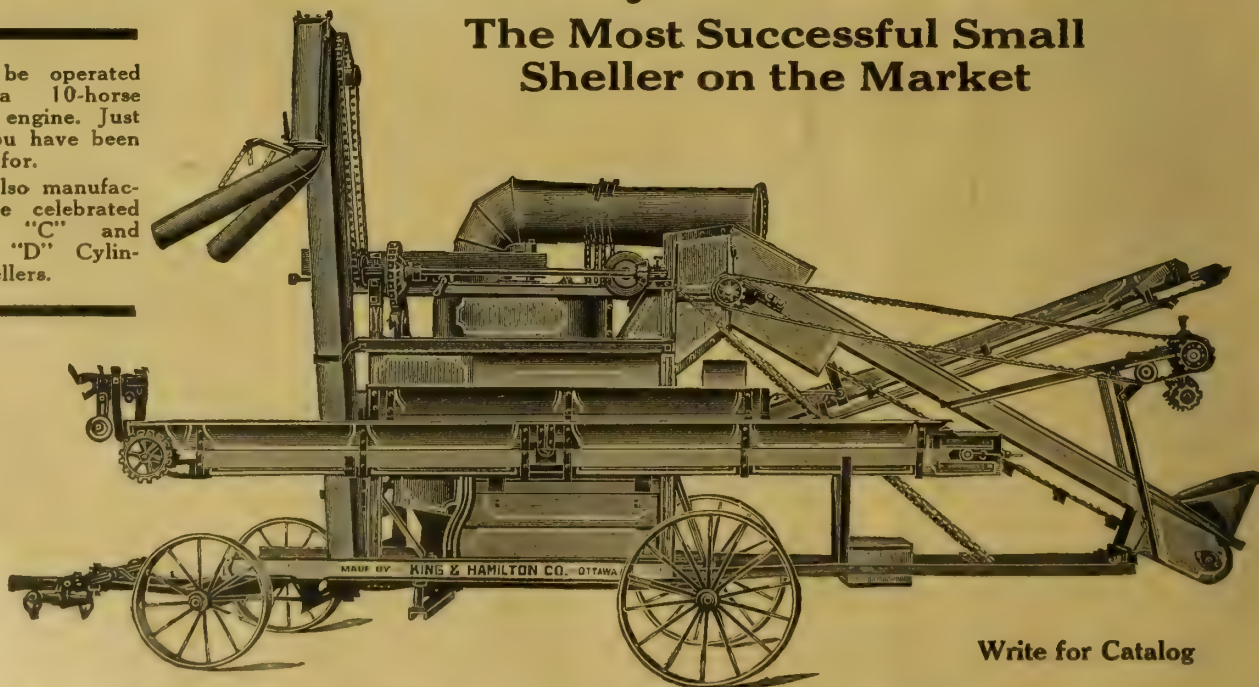
**STOWE**  
KANSAS CITY

## Ottawa "F" All Steel Cylinder Corn Sheller

The Most Successful Small Sheller on the Market

Can be operated with a 10-horse gasoline engine. Just what you have been looking for.

We also manufacture the celebrated Ottawa "C" and Ottawa "D" Cylinder Shellers.

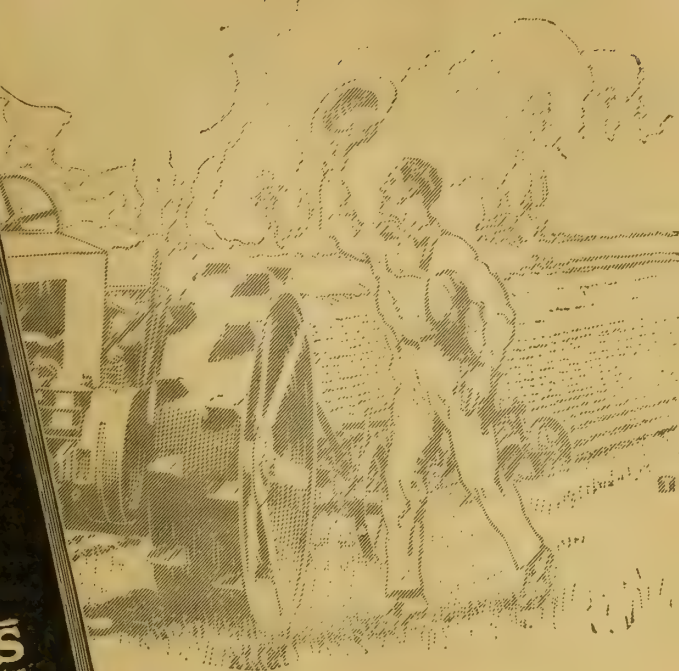
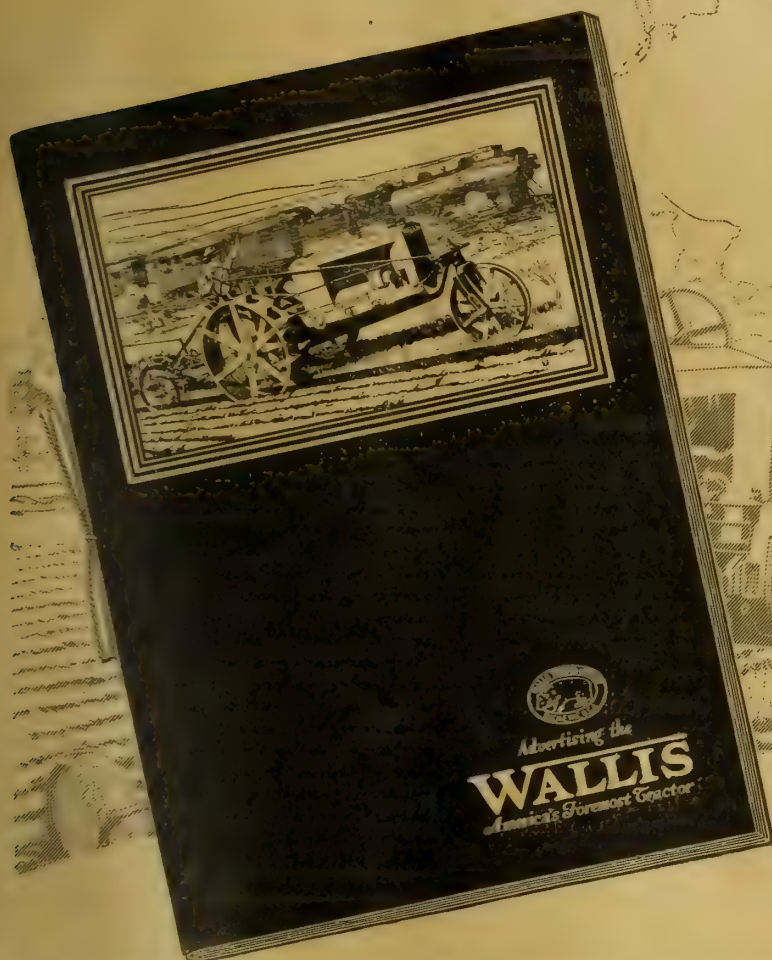


Write for Catalog

**KING & HAMILTON COMPANY** Ottawa, Illinois

Branch Houses: Council Bluffs, Iowa; Sioux Falls, South Dakota





## A Broad Merchandising Service To Increase Sales for Tractor Dealers

**T**RACTOR dealers in all sections are now receiving the Wallis portfolio of advertising and merchandising suggestions.

This portfolio is in harmony with an old and established policy of helpfulness that has been rigidly maintained for many years between the J. I. Case Plow Works and their dealers.

It offers dealers the highest type of advertising and sales co-operation that our company, with its resources, is capable of compiling. It helps increase sales; makes each sale a quicker, easier, more profitable sale; and makes

the tractor business more satisfactory from every standpoint.

Tractor Dealers are invited to correspond with us regarding the Special Service outlined in this portfolio. The portfolio is about 10 inches by 16 inches in size; has 30 pages with heavy cover; and is handsomely printed on fine enamel paper.

If you have not received one, a copy will be sent free upon request. Write us on your business letterhead—today.

**J. I. CASE PLOW WORKS, 128 West Water St., Racine, Wis.**

### BRANCHES AND DISTRIBUTING POINTS AT

Dallas, Texas  
Denver, Colo.  
Omaha, Neb.  
Toledo, Ohio

Baltimore, Md.  
Syracuse, N. Y.  
Des Moines, Iowa  
Oklahoma City,  
Okla.

Minneapolis, Minn.  
Indianapolis, Ind.  
Cedar Rapids, Iowa  
Saginaw, Mich.  
San Antonio, Texas

Richmond, Va.  
Kansas City, Mo.  
St. Louis, Mo.  
Washington, D. C.  
Little Rock, Ark.

Columbus, Ohio  
Bloomington, Ill.  
Sioux Falls, S. D.  
Great Falls, Mont.

# WALLIS



# "NORMA"

## PRECISION BALL BEARINGS

(Patented)



Estimate the serviceability of a machine by the staying power of its weakest part—that it is which sets the limit of service. Analyze it for the essentials. Follow the factors in serviceability through every detail, to the small parts which—while seemingly insignificant—yet determine the capacity of the machine as a whole for maintaining its performance.

The bearings of the electrical apparatus of car, truck, tractor, power boat and airplane determine the service capacity of these machines. Which explains why **"NORMA"** Precision Bearings are the standard bearings in the ignition apparatus and lighting generators always preferred where maximum service is sought.

Be SURE. See that your Electrical Apparatus is **"NORMA"** Equipped.

**THE NORMA COMPANY  
OF AMERICA**  
1790 BROADWAY  
NEW YORK

BALL, ROLLER, THRUST, COMBINATION  
BEARINGS.

### HOUSE LITERATURE

#### Folder on the Tornado Silo.

A striking folder printed in colors has been issued by the W. R. Harrison Co., Massillon, O., to advertise the Tornado silo and silo filler. Cuts show the construction and important features, including the steel braced door frame, airtight door and storm-proof anchoring system of the silo and the silent chain drive and double cut cylinder head of the silo filler, and the construction and advantages of both silo and filler are presented clearly.

#### Book with a Convincing Story.

Particularly well written and convincing reading matter, with good ideas, is one of the features of a new booklet, "The New Hart-Parr," issued by the Hart-Parr Co., Charles City, Ia. "Horse Sense and the Tractor" is the name of the opening article, and after saying many good things about the selection of tractors in general the book goes on with details about the Hart-Parr.

#### On Keeping Good Company.

"The Companies Timken Keeps" is the clever title of a booklet issued by the Timken Roller Bearing Co., Canton, O. The book contains a list of the users of Timken roller bearings in passenger cars, motor trucks, farm tractors, axles and transmissions, as the most forcible argument for the worth of the Timken products.

### AMONG THE DEALERS

#### Arkansas.

Marked Tree—The Hardware Co. has been incorporated with a capital of \$15,000 by George T. Graves, M. E. Pettigrew, Lebert Smith and E. B. Outlaw. The stock includes heavy farm implements, gasoline engines and washing machines.

Ola—Goldman Walker Co. purchased the implement and hardware business of Kaufman & Wilson. Catalogs requested.

#### Iowa.

Jewell—George F. Philip has engaged in the hardware business. Catalogs requested on implements.

Montezuma—O. E. Quaintance succeeded J. C. McElrath in the implement business.

Storm Lake—The implement and coal business of Carey Bros. was damaged to the extent of \$5,000 by fire recently.

#### Kansas.

Macksville—Ralph Yeager purchased the implement and hardware business of C. C. Wiley.

#### Minnesota.

Sleepy Eye—W. H. Hart and Edward Stevens of Mankato have succeeded A. R. Kelm in the implement business.

Carrell—O. C. Rashe purchased the hardware stock of DeWall Co. Catalogs requested on heavy farm implements, gasoline engines, cream separators and washing machines.

New York Mills—Northern Minnesota Trading Co. is successor to K. Hong.

Catalogs requested on heavy farm implements, gasoline engines, cream separators and washing machines.

Browns Valley.—F. D. Swain of Lincoln, Minn., is successor to the Browns Valley Mercantile Co.

Osseo.—M. W. Rohe succeeded Rohe & Cook in the implement and hardware business.

Waconia.—W. P. Kusserow purchased the implement business of A. P. Pahal.

Hastings.—H. Raway of Douglas, Minn., purchased the implement business of T. J. Brady & Son.

Fairmont.—A. H. Welchlin is successor to Welchlin & Derby.

Pine River.—Harry B. Hill & Bro. purchased the implement and hardware business of B. F. Christian.

Norseland.—Henry Burke succeeded George Burke in the implement and general merchandise business.

Foley.—Foley Hardware Co. purchased a new store building to accommodate its implement and hardware stock.

Wegdahl.—Community Trading Co. succeeded Sandher & Arvesen in the implement and general merchandise business.

Mapleton.—Borchert Bros., implement and hardware dealers, dissolved partnership and Louis Borchert retired from business. They are succeeded by the Borchert Hardware Co.

New York Mills.—Northern Minnesota Trading Co. is successor to K. Hong. Catalogs requested on gasoline engines, cream separators and washing machines.

### Wichita Supply Co.

BELTING, PACKING, WIRE  
CABLE, THRESHER SUPPLIES

Phone M. 537

Wichita, Kas.

### BULLER-COUPLER



A perfect, automatic hitch for Tractors, Trucks, Automobiles, Threshers. Can be easily attached to any tractor, truck or trailer.

A STANDARD EQUIPMENT.

**BULLER COUPLER COMPANY**

Hillsboro, Kansas



### Watkins Grain Grader

Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

Large Capacity

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

**Watkins Mfg. Co.** 242 South Wichita St.  
WICHITA, KANS.



## ANSWERS

### This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### Perfection Oil Stoves.

RIGG & SON, Taloga, Okla.: Repairs

## CULLMAN SPROCKETS AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver, Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand. Catalog

CULLMAN WHEEL CO.  
1347 Alameda Street, CHICAGO



## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—

There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within sale, easy, quick reach of clerks and stock keepers—it saves unlimited time and gives your customers better service.

Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

F.E. MYERS & BRO.  
ASHLAND OHIO.

## Sheet Metal Stampings

Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding. Estimates cheerfully furnished on your requirements

The Bossert Corporation  
UTICA, N. Y.

for the Perfection oil stoves can be obtained from the Bunting Hardware Co., Kansas City, Mo.

### L111 for Disk Cultivator.

G. P. BRANDT, Harlingen, Tex.: L111 is a gang bearing for a disk cultivator made by the Kingman Plow Co. Your order has been sent to the Martin & Kennedy Co., Kansas City, Mo.

### D523 for Disk Harrow.

BLACKBURN & SLAUGHTER, Howe, Tex.: D523 is a plain spreader for a disk harrow made by the Ohio Cultivator Co., Bellevue, O. Repairs can be furnished by the Rhodes Implement Co., Kansas City, Mo.

### Repairs for Indiana Drill.

H. A. PRICE & CO., Everest, Kan.: Your order for repairs for the Indiana grain drill has been forwarded to the Rude Mfg. Co., Liberty, Ind.

### Repairs for La Belle Farm Wagon.

BLICK & KENNEDY, Colwich, Kan.: The LaBelle wagon was made by the Fish Bros. Mfg. Co., Clinton, Ia. This company is out of business and repairs for their line cannot be obtained.

### No. 1118 for Lever Harrow.

ED. HOCKADAY & CO., Custer City, Okla.: No. 1118 is a tooth clamp for a lever harrow made by the Kingman Plow Co. Your order has been sent to the Martin & Kennedy Co., Kansas City, Mo.

### Repairs for Tiger Grain Drill.

E. C. MADDOX, Laverne, Okla.: Repairs for the Tiger grain drill can be supplied by Wallace & Giese, Council Bluffs, Ia.

### D-107 for Disk Plow.

NOWATA HARDWARE & SUPPLY CO., Nowata, Okla.: D 107 is the front furrow axle and bracket for a disk plow made by the Haggood Plow Co., Alton, Ill., where repairs can be obtained.

### B-27 for Cultivator.

C. D. HEARD, Dalby Springs, Tex.: B 27 is a wheel box for a cultivator made by the Swanson Plow Co., St. Joseph, Mo., where repairs can be obtained. We cannot find a Brown cultivator with part carrying B-27.

### D 73, D 74 for Sweep Horse Power.

H. I. DAINTON, McPaul, Ia.: D 73 is a 41-tooth bevel gear and 15-tooth spur pinion, D 74 is an 18-tooth bevel pinion for a sweep horse power made by the Appleton Mfg. Co., Batavia, Ill. Repairs can be obtained from the Appleton Mfg. Co., Omaha, Neb.

### D-3 and D-8 for Harrow.

LUDWIG BROS., Okarche, Okla.: The Kingman Plow Co. make a disk harrow that has a ball bearing sleeve nut numbered D 3 and a plain bearing box D-8. Repairs for this harrow can be obtained from Martin & Kennedy Co., Kansas City, Mo.

### Feed Cutters, Hand.

ED HOCKADAY & CO., Blackwell, Okla.: Feed cutters, hand, can be secured from the following firms: Bell City Mfg. Co., Racine, Wis.; Freeman Mfg. Co., Racine, Wis.; Challenge Co., Batavia, Ill., and Silver Mfg. Co., Salem, O.

### No. 333 and No. 334 for Harrow.

C. W. SCHMIDT & CO., Loma, Mont.: No. 333 is coupling hanger box and 334 is cap for box on disk harrow made by the Sterling Mfg. Co., Sterling, Ill. Repairs can be obtained from the Sterling Mfg. Co., Omaha, Neb.

### Havana Drill.

M. H. WHALEY, Morrison, Okla.: We cannot locate a drill called the New Havana. We think it is probably a name given same by the jobber and not the manufacturer.

### Combination Sulky Lister and Planter.

THE WESTERN WINDMILL CO., Lubbock, Tex.: A two-row self lift combined sulky lister and planter is made by the Parlin & Orendorff Co., Canton, Ill., and can be supplied through the same company at Dallas, Tex.

## Malleable Iron Castings

QUALITY AND SERVICE

JAMES F. WALSH

32 N. Clinton St.

Chicago, Ill.

## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier

Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year.

Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing.

We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws. Write AERMOTOR CO., 2500 Twelfth St., Chicago



## LEWIS VALVES

CAN'T BE BEAT

The Lewis Steel Products Company

4080 Detroit Ave.

TOLEDO

OHIO

## Hayes CENTER-DRIVE PUMP JACK No. 2

Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large

stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

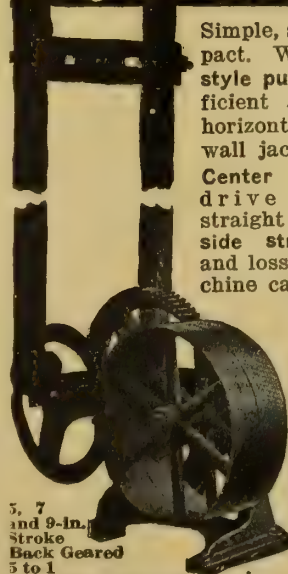
Hayes Quality at a popular price—competes with the

5, 7 and 9-In. Stroke Back Geared 5 to 1

cheapest jack—special features unequalled at any price—the one compelling pump jack value.

You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

HAYES PUMP & PLANTER CO., Galva, Ill.



MEYERCORD  
GENUINE

DECALCOMANIA

QUICK SERVICE

"AMERICAN MADE"



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## Direct Appeal.

A mule balked along the public highway, and no amount of beautiful persuasion or lurid eloquence could induce him to move. Finally Uncle Rastus happened along and advised a whip over the head. This was done, and the mule started.

"That did it, all right," admiringly exclaimed a bystander. "You certainly seem to have a thorough understanding of mules."

"Yas, sah! Yas, sah!" was the grinful rejoinder of Uncle Rastus. "I suah do know dem mules, all right."

"Is it always best to hit them on the top of the head?" queried the bystander.

"Yas, sah! Yas, sah!" returned Rastus. "Dem mules hab mo' brains dan people think, an' you jes' got ter 'peal right close to dere interlect."—Twentieth Century Farmer.

## WITH MILITARY HONORS (?)



Keeping up the illusion.—Life.

## Ready for Him.

"Madam, I see you advertise table board."

"I do."

"But why specify table board? What other kind of board is there?"

"Stable board. You ain't the first jackass that has been along."—Kansas City Journal.

## Small Cows.

Mr. Gotham—"I see the smallest cows in the world are found in the Samoan Islands. The average weight does not exceed 150 pounds. They are about the size of the merino sheep."

Mrs. Gotham—"Do you suppose, dear, that is where they get the condensed milk?"—Farming Business.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—Cheap, four new Staude Make-a-Tractor for Ford cars. Write P. R. Carlin, Spalding, Neb. 11-9-4t

**For Sale**—Eight Rude Seventy Bushel Manure Spreaders, new, and will sell at a bargain. Address Berger and Schroeder, Dedham, Iowa. 10-26-4t

**For Sale at a Bargain**—One hundred and fifty fourteen-inch walking plows, all new. Makers: John Deere, P. & O. and Moline Plow Co. At wholesale prices less 10 percent f. o. b. Leon, Ia. Purchaser given first and second choice. Bowsher & Bowsher, Leon, Ia. 11-9-2t

**Wagons for Sale**—Weber wagons. Have a number of standard size Weber wagons to close out at \$120 each (f. o. b. Central Branch, Missouri Pacific town (less 5 percent ten days, Address "Bargains," care Implement & Tractor Trade Journal. 11-16-2t

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

## POSITIONS WANTED.

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

**Position Wanted**—First class implement and tractor salesman to go into any territory where representation is needed. Can deliver the goods. Have had nine years of road experience in sales and settlements. Can get business at once. Address Implement & Tractor Trade Journal. 11-9-3t

**Position Wanted**—Tractor salesman experienced in all phases of the work from territorial distribution down to the retail end. Is open for engagement with progressive manufacturer who desires to increase distribution with established accounts in addition to opening up new accounts. Ad-

dress "M," Implement & Tractor Trade Journal, Woodman Building, Omaha, Neb. 11-2-3t

**Position Wanted**—As branch house manager for tractor, thresher or implement company. Can deliver the goods in that capacity—twenty-five years experience. Address R. J., care Implement & Tractor Trade Journal. 11-9-2t

## HELP WANTED.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with

## ACCOUNTANT

Thorough experience in every branch of implement business—retail, wholesale and manufacturing.

Good executive, loyal and energetic worker.

Two years traveling auditor for one of largest implement firms in United States.

Can handle general auditing, credits, collections and every detail connected with financial end.

Can give best references and will only consider position offering good opportunity for future. Address Box A-1, Implement & Tractor Trade Journal. 11-9-2t

commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. tf

**Wanted**—Experienced man for retail hardware and implement store in small town in Iowa. Prefer a man with knowledge of tractors and one exempt from the draft or with deferred classification. To a man that can deliver the goods will pay a good salary. Address "I W" care Implement & Tractor Trade Journal. 11-9-2t

**Three Experts Wanted Immediately**—Men with high grade mechanical ability in motor mechanic and tractor lines, capable of putting up a good job and in supervising departments training men who may be called into Government service. Such men of leadership and ability who measure up to the standards of war service will be considered for responsible positions drawing good salaries and where their abilities will be in the limelight and quickly recognized. Will appreciate assistance of any manufacturers who can direct such men to apply. State full particulars and experience in first letter.

Address "H. G.," Implement & Tractor Trade Journal. tf

## MISCELLANEOUS.

**Wanted to Trade**—60 acres in Butler County, Kansas, for small hardware and implement stock or retail lumber yard in southern Kansas or northern Oklahoma. Retain half oil rights. Box 278, Grainola, Okla. 11-16-1t

**Wanted to Buy**—Davenport Roller Bearing Wagon Gears, Narrow Track, 5,000 lbs. capacity, 3-inch tire, 40-44 or 48-inch wheels. Must be cheap and not too badly shop worn. Lon R. Stansbery, Tulsa, Okla. 10-26-3t

**Manufacturer's Agency Wanted**—We wish to represent the following lines: gas and oil engines, tractors, dairy machinery, refrigerating machines, feed-mills, corn shellers, huskers, shredders, pumping outfits, tanks and towers. Also a good salesman and erector on the above lines. Box 514, Selma, Ala. 11-9-3t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf



Published Weekly  
Implement Trade Journal Co.

Kansas City U. S. A.

Carl W. Hertel, President  
Fred Milburn, Vice-Pres-Treas.  
Geo. F. Massey, Secretary  
Hal H. Clark, Advertising Director

# Implement & Tractor Trade Journal

Established 1886

Omaha  
1112 Woodmen Building  
A. E. Long, Mgr.

Minneapolis  
333 Palace Building  
R. R. Ring, Mgr.

New York  
205 Postal Telegraph Building  
Frank M. Dampman, Mgr.

OMAHA

KANSAS CITY

MINNEAPOLIS

## The Winter Tractor Sales

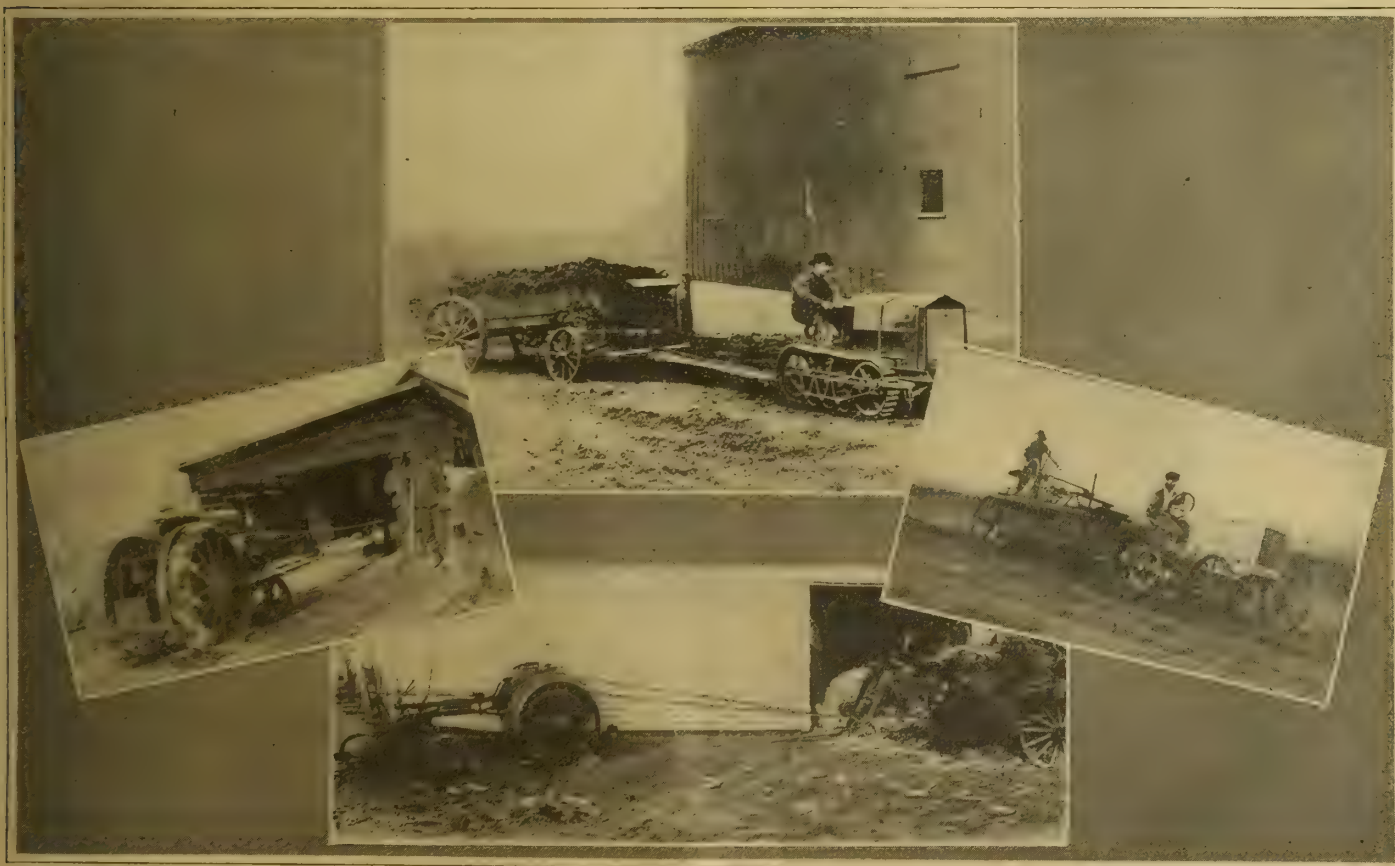
**M**OST of the contracts between the dealers and the tractor manufacturers are made in the spring. A good many tractor dealers are secured just before the fall plowing season. One can understand why a dealer takes on a tractor line in the early fall, but why he will wait through the winter

By Martin Platt

It is true that he will not find a big demand for tractors during the months of December, January, February and March, but with the proper bait he will find a very strong demand for trac-

tor fall. He has more time to study its sales arguments and what is of still greater importance he has more time to study the service problems with which he undoubtedly is to be confronted if he is to get into the tractor business.

With the machine in his sales room



HAULING MANURE, SAWING WOOD, ROAD WORK AND OPERATING A SHREDDER CONSTITUTE SOME OF THE TRACTOR'S WINTER LABOR

months and add the line in the spring is a question.

A dealer realizing the advisability of his securing a tractor line and with a full appreciation of its future is losing some very valuable time when he convinces himself that the winter demand does not warrant his getting into the tractor business before spring.

tor information. The farmer has a great deal more time to listen to information regarding the value of a tractor when he is not busy with his crops. The winter months provide just that time.

The dealer is providing himself with time to get acquainted with the machine when he adds the line in the

and on the sample floor he has it before him every day. There are the hundreds of angles on which he should be informed to be able to enter the business properly equipped when the spring opens up. He will accumulate a knowledge that will be demanded of him by a prospect.

A tractor on the sample floor of a



## FALL WORK WITH THE TRACTOR IN THE CORN BELT



**This was not an uncommon sight this last fall throughout the corn belt. The tractors were called upon to perform a number of duties in the harvest of the crop. They pulled the corn pickers, as this International tractor is doing, operated shredders, shellers and grinders and in some instances hauled the grain to market.**

retail implement store is a pretty good advertising campaign in itself. There are a lot of men who will say that they cannot afford to put \$2,000 or whatever the purchase price into the tractor and let it be idle for a third or a fourth of the year. Let him figure what the income would have been and then charge it up to advertising.

A sample floor exhibit is the best kind of advertising that the retailer can do. Put a tractor model on your sample floor and then put a small notice in the local papers. In a few days one customer will come in to see the new machine and then another and another. They will just happen to be in town, perhaps to do the buying for the week, and drop around to see your tractor.

It is much better to start in the spring with prospects to work with than with prospects to get. The sample floor tractor will get the prospects. A circular advertising campaign in the winter months on a subject that is live and of immediate interest to the farmers will find more time for the right kind of a reception and be productive of better results.

Do not think that there are not many tractors sold during the winter months. There have been a great many in-

stances of where a winter tractor sales campaign by a retailer proved just as fruitful as an effort made in the spring.

There are a great many arguments that can be advanced that are favorable to a farmer purchasing his tractor in the late fall or during the winter. It is an admitted fact that any machine, especially a motor-driven machine, will operate better after it has been working for a time. It is a good thing to get the motor "limbered up."

There are adjustments in all machinery which for its own good should be made not when it leaves the factory but after it has been at work. It is better for the machine and its engine that these adjustments be made before it is called upon to undergo its greatest strain, but after it has done some work.

The winter time on the farm and the various tasks that a tractor can be called upon to perform during that period provide just about the proper amount of work to call attention to the adjustments and changes that should be made. When it is then time for the spring plowing season, the tractor's heaviest task, the engine has been tuned up to the proper pitch.

The operator in the meantime has had plenty of opportunity to study his

machine and learn it thoroughly and be more capable of handling it and getting the most out of it. He has time to learn things which if lacked knowledge of might delay him in his busy season while he waited for an overworked service man to come and make some small adjustment.

There is plenty of work on the farm during the fall and winter in which a tractor can have a part. The corn picking, the operation of a shredder, sheller and grinder all come from the corn harvest and are all comparatively light work for a tractor.

Among the other winter "odd jobs" that it can be used for is the late straw baling, pulling a small road scraper, the operation of a small saw mill, and there is always a great deal of light road hauling.

It is a far fetched idea that winter freezes up the tractor possibilities as effectually as it does the mill pond. The importance of the winter sales opportunities is such that it should not be overlooked.

## Kansas Has More Tractors.

The number of tractors in Kansas increased 20.2 percent during the past year, according to the first tractor census of the state board of agriculture contained in a recent report. The state now has 5,414 tractors, which is 910 more than a year ago.

The wheat-growing counties showed the greatest increase. The leading counties were Reno, McPherson, Pawnee, Sumner and Harvey. A table showing the numbers of tractors per county is as follows:

Allen, 32; Anderson, 41; Atchison, 31; Barber, 60; Barton, 137; Bourbon, 12; Brown, 35; Butler, 44; Chase, 13; Chautauqua, 14; Cherokee, 51; Cheyenne, 52; Clark, 33; Clay, 43; Cloud, 62; Coffey, 50; Comanche, 51; Cowley, 70; Crawford, 38; Decatur, 28; Dickinson, 135; Doniphan, 20; Douglas, 54; Edwards, 59; Elk, 22; Ellis, 103; Ellsworth, 43; Finney, 21; Ford, 125; Franklin, 31; Geary, 27; Gove, 36; Graham, 19; Grant, 3; Gray, 60; Greeley, 10; Greenwood, 26; Hamilton, 15; Harper, 62; Harvey, 142; Haskell, 17; Hodgeman, 39; Jackson, 40; Jefferson, 38; Jewell, 29; Johnson, 55; Kearney, 4; Kingman, 75; Kiowa, 63; Labette, 64; Lane, 20; Leavenworth, 44; Lincoln, 53; Linn, 15; Logan, 17; Lyon, 46; Marion, 110; Marshall, 39; McPherson, 182; Meade, 66; Miami, 41; Mitchell, 46; Montgomery, 61; Morris, 34; Morton, 21; Nemaha, 30; Neosho, 38; Ness, 58; Norton, 17; Osage, 47; Osborne, 84; Ottawa, 57; Pawnee, 176; Phillips, 34; Pottawatomie, 59; Pratt, 84; Rawlins, 47; Reno, 198; Republic, 46; Rice, 51; Riley, 41; Rooks, 70; Rush, 111; Russell, 60; Saline, 87; Scott, 25; Sedgwick, 115; Seward, 29; Shawnee, 35; Sheridan, 39; Sherman, 26; Smith, 34; Stafford, 53; Stanton, 9; Stevens, 21; Sumner, 162; Thomas, 85; Trego, 47; Wabaunsee, 63; Wallace, 11; Washington, 61; Wichita, 4; Wilson, 41; Woodson, 15; Wyandotte, 6.





# CHEERFULNESS IN THE RETAIL FIELD

Most of the Dealers Join the Majority of the Manufacturers in Their Expectation of Lively Demand and Steady Figures—Advise No Extreme Degree of Caution

WITH scarcely an exception, the members of the retail branch of the farm equipment industry join with the manufacturing arm in their open-eyed enthusiasm for the outlook following the armistice announcement. The dealers, for the most part, see plenty of trade ahead and no reason for expecting an early fall in prices. Even when the decline does come, most of them insist, it must be gradual.

The retailers, apparently, are just as much impressed by the fact that the implement plants still have stocks of high priced materials to be built into tools for the spring trade as the manufacturers. The majority of them are passing the knowledge of this fact on to the farmer and they are also advancing to him the other reasons why he should buy just as freely next year as at any other time.

## Urging the Farmers.

A distinct note of patriotism runs through most of the communications received by the Implement & Tractor Trade Journal from dealers regarding the situation immediately before the trade. As a matter of service to the country and community, they are urging the farmers to produce even greater crops and to equip themselves adequately to make such production possible.

Many of the retailers indicate that they have already placed most of their orders and are not going to wait on their conventions, the markets, or anything else. They want to be sure of getting the goods. As one particularly "live" one from Kansas says, "We never let disturbances disturb us." Coming from some men, this might sound like picturesque bombast. But the dealer who says it is one of the most substantial and progressive in the business. Of him and his like it is often said, "What he says goes."

## Grief for the "Waiter."

Another dealer strongly urges

against pessimism. The man who lets it guide him through the next three months, he indicates, will wake up to find himself "left at the post." The dealer who waits for a decline, this

## "We Never Let Disturbances Disturb Us"

Hutchinson, Kan., Nov. 18—To the Implement & Tractor Trade Journal: We are optimists. We have never let conditions keep us from boosting business. We never let disturbances disturb us. We place our orders and give shipping dates just as usual. No one will make a mistake in ordering now.

Hutchinson Implement Co.

By C. O. HITCHCOCK

man maintains, will not have any goods to sell in the spring.

A Kentuckian, who has made a great reputation in the retail field, believes that small reductions in such staples as nails and fencing are possible in May and June, but beyond that he has no expectations of lower prices at a comparatively early date. "No one," he declares, "has a greater

opportunity than the implement dealer."

## Persuading His Customers.

Out in Kansas one enterprising retailer, convinced, himself, that the decline is a good way off, admits that he meets some difficulty in convincing his customers. Nevertheless, he is doing a lot of good missionary work among them. If he keeps it up, and he is sure to, he will soon have impressed them with the important circumstance that he knows what he is talking about. Another Kansan, reporting for his firm, says, "We cannot predict at this time that prices will be reduced, say, within a period of six or eight months, and but very, very little then."

Having had a deal of experience in the European field, where he represented an American implement organization, a Nebraska retailer declares emphatically that most of us have little realization of the demands that the European farmer will make upon our farm equipment factories for tools. Within a comparatively short time, he says, the peasant of Europe will be demanding modern agricultural machinery in vast volume. This dealer almost reaches the point of denunciation in his urgent argument against those who profess to expect an early decline. In this connection, he uses the epithet "slackers."

## The Parable of the "Flivver."

One of the Iowa dealers likens the present state of mind of some dealers to that of the driver of a small car going up a grade. Carrying the figure all the way through, he says that the driver, when approaching the top, always looks out a little more sharply and possibly has his hand hovering near the brake in case of emergency. But the driver knows the going will be good on the other side and that he is simply exercising a bit of justifiable caution just before he surmounts the

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# BUSINESS OPTIMISM WINS AT OMAHA

The Vast Majority of Those Attending the Mid-West Convention Agree That Victory Will Bring Great Volume—Two Well-Known Speakers, However, Offer Opposing Views of the Outlook

Both the majority and minority opinions on the present trade situation as affected by the signing of the armistice were voiced at the tenth annual convention of the Mid-West Implement Dealers' Association in Omaha, Wednesday, Thursday and Friday of last week. In a powerful speech that may be fairly set down as reflecting the thought of the leaders of the industry and perhaps 90 percent of all who have analyzed the situation insofar as that can be done, Floyd R. Todd, representing the National Implement and Vehicle Association, gave a convincing and authentic array of facts and figures indicating that the trade had little reason to expect lower prices soon and that, when they do come, the decline will be wholesomely gradual. It was a direct rejoinder to some of the statements made to the convention on the day before by F. R. Sebenthall, the well known association worker of Eau Claire, Wis., whose views appeared to typify the attitude of the ultra-conservative minority.

## Misleading Press Accounts.

In substance, Mr. Todd charged every arm of the farm equipment business to "prepare for the greater responsibilities of peace." His address made a deep impression and was given and received as the keynote for the trade during the reconstruction period. Because of the gravely important bearing it has on present and future conditions in the trade, Mr. Todd's address is printed apart from this report of the convention.

Not in any degree did the speaker reflect upon the sincerity of Mr. Sebenthall's attitude, but he declared that it was not founded upon the latest and most reliable facts obtainable. Mr. Todd spoke of the premature, inaccurate and harmful accounts appearing in the local daily papers that had been inspired by Mr. Sebenthall's speech. Mr. Sebenthall spoke extemporaneously and did not furnish a manuscript.

## Two Strong Resolutions.

During the final session Oscar A. Rystrom of Stromsburg, Neb., the newly elected president of the association, urged that implement dealers all over the country take the lead in their

home communities to continue the local organizations of war workers and weld them into permanent bodies. The impetus gathered in the various campaigns that had been waged with such high spirit, he declared, was too valuable to lose and should be re-applied in the broadest possible manner to the general betterment of living conditions. The idea was embodied in a strong resolution and enthusiastically adopted.

Another resolution urged the departments of Interior and Agriculture to



PRESIDENT OSCAR A. RYSTROM

formulate early a concrete policy with respect to furnishing farm homesteads to returned soldiers.

## The New Officers.

These new officers of the Mid-West were elected:

OSCAR A. RYSTROM, Stromsburg, Neb., president.

BERT DYER, Exeter, Neb., vice-president.

JAMES WALLACE, Council Bluffs, secretary.

JOSEPH M. ELWELL, Springfield, Neb., treasurer.

Directors: C. E. Gallagher, Coleridge, Neb.; C. W. Hiscox, Wayne, Neb.; C. A. Wenstrand, Wahoo, Neb.

The attendance at the convention was only fair, although the dealers present were all of the substantial sort and significantly representative of the improving personnel of the retail farm equipment trade. From the sales viewpoint the event was something of a disappointment, particularly to the jobbers and exhibitors. Friday after-

noon, when Mr. Todd delivered his address, the convention hall was almost filled, many in the audience being jobbers, manufacturers and their salesmen.

## WEDNESDAY AFTERNOON

"America" was sung at the opening of the first session Wednesday afternoon. This was followed by a moment of silent prayer for our Twentieth Century Crusaders in the Army and Navy. Music was furnished by an orchestra at intervals throughout the three-day program.

President Gallagher's address to the convention follows in part:

## The Country Demands the Best in Us

### Annual Address of President C. E. Gallagher, Coleridge, Neb.

Last year we were rather reluctant in bringing up some things because we felt that inasmuch as we were at war with Germany, it would be well enough to let those matters rest until after the war; we also hoped that they might adjust themselves.

The president and secretary of the National Federation met last February in Chicago with a committee of the sales managers' department of the manufacturers' association to go over the repair question, and a general discussion of the subject took place. Finally a committee was appointed by the sales managers. This committee was to investigate the question and meet later with the committee from the Federation. But later Mr. Hodge, our national secretary, received word that war conditions made any change impracticable.

You can see by this that the manufacturers do not intend to give us any relief for some time, at least. You are all aware of the importance of dealers carrying larger stocks of repairs than ever before. If they are going to do this, it will be absolutely necessary that they be placed in a position that warrants this expenditure and the loss that they are sure to sustain, on account of repairs that become obsolete, and the carry-over that will occur in any stock, no matter how carefully it may be selected.

## Take on Tractors.

The neglect of figuring the cost of doing business has been the cause of more than 50 percent of the failures in the retail implement business. All of our new members need some light on this question, and I am inclined to think that it will not hurt a good many of the older ones.

I want to call your attention to tractors and their accessories. I firmly believe that they are going to be an important branch of the implement dealer's line. The retail implement trade is the proper channel through which this branch of farm equipment should be handled, and the dealer who does not enter into this game is going to be relegated to the rear ranks.

No greater service can be rendered to our country and our Allies than that of encouraging our farmers to raise more grain and live stock. The implement dealer can exercise a great influence in

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# "We Must Push Ahead, Confident of Success"

**E**ARLY in the present conflict the Government coined the slogan, "Food will win the war," and established the Food Administration. The splendid work accomplished has proven the wisdom of the Government's position. When the importance of the production and distribution of food became apparent, it was also recognized that all of those factors which have to do with its production must be most carefully considered and guarded.

This accounts for the fact that the implement industry was the first one recognized in connection with the war-winning program, and has been continuously favored with priority treatment which has been second only to the railroads in the indirect war needs of the Government. At times the importance of our industry prompted the Government to give us priority which placed us side by side with that accorded shipping and munitions of war, all of this in recognition of the fact that, with the growing shortage of labor, due to expanding munitions activities and the army draft, the farmer must be liberally supplied with labor-saving tools, if he was to accomplish his part in the war program.

The industry has been permitted to operate upon substantially a normal basis until recently, when the tremendous drive, necessary to the successful conclusion of the war, required such a quantity of material that the Government was compelled to restrict the supply for implement manufacture.

## Restriction of Supply.

Investigation developed that the consumption of iron and steel by the implement industry was approximately two million tons per year and the Government indicated the necessity of taking from this amount 500,000 tons for its war program. Consequently, on the 30th day of September it issued its circular No. 35, which stated that the implement industry "is clearly not only an essential, but an indirect war industry"; that "the Nation must produce a maximum of foods and feeds, but through rigid economies and increased efficiency of the farmers, the dealers and the manufacturers, this production must be accomplished with a reduced consumption of materials."

This circular provides for a reduction in the supply of material received by the implement industry to 75 percent of that of the preceding year. Since the signing of the armistice this allotment has been increased to 87½ percent. It is probable that within a reasonable time this limitation will be entirely removed. As to when this happens will depend largely upon the problems of rehabilitation and the amount of material required therefor.

It is certain that the necessity for increasing the food supply for the starving nations abroad, both those of our Allies and our enemies, will prompt the Government in relieving this restriction at the earliest possible date.

## Duty of the Industry.

The forming of a bread line, if the shortage of food is sufficiently acute and lasting, invariably leads to revolution

## By Floyd R. Todd

His Powerful "Keynote Speech" at Omaha

and anarchy. These conditions almost universally maintain today among the central nations of Europe and are not far removed from the peoples of our Allies. There is very little surplus food in the world.

With the release of shipping, a reasonable quantity of wheat is available in Australia and we have some surplus in this country, but the supplies in sight are nowhere nearly adequate to take care of the starving, underfed peoples of Europe. It is therefore only by the strictest economy and the greatest effort to produce more food during the year to come that open anarchy can be prevented throughout the conquered empires, which, if permitted to continue and expand, must necessarily affect the Allied countries adjoining and perhaps might finally endanger the civilization of the entire world.

In conquering the Hun we have only done a part of the task of "making the world safe for democracy" and maintaining civilization. We must now help the people of the annihilated autocracies to put themselves upon a safe plane of self-government and avoid the pitfalls of social dissolution and anarchy. No steps can be taken in this direction until the material wants of these conquered peoples can be supplied, and first among these is that of food. We are told by the administration at Washington that Mr. Hoover is immediately proceeding to Europe for the purpose of organizing this relief.

## The Business of the Dealer.

With the knowledge, on the part of the President, of the demands of our own people and our Allies for food in the event that the war continued, and of the very situation that now exists in the event that it was brought to an end, a proclamation was issued last summer which guaranteed to the farmers of this country \$2.20 a bushel for such wheat as they might raise during the crop year 1919.

This has stimulated the planting of unusual acreages of winter wheat and will stimulate similar planting of spring wheat, all of which is necessary, if this Government performs its duty toward the world; but we must also remember that the production of meat is equally important, and that the raising of a large corn crop for the purpose of feeding food animals is just as essential as the production of wheat.

It is the duty of the implement dealer, having all these facts in mind, to educate his farmer customer to his part in the program and to let him understand that in the rehabilitation period the farmer is the most important factor of all, to the end that the greatest possible acreage of all food crops and the largest production of meat animals in the history of this country may be secured next year.

Such a program as that outlined necessarily contemplates a larger sale of farm implements than normal, for if the farmer is to produce the large acreage demanded of him, he must necessarily sup-

ply himself with those tools so essential to this production, and it should be the business of the dealer to be more active than ever before in investigating the needs of his farmer customer and in prevailing upon that customer to provide himself fully with machinery to accomplish his task.

## Grave Financial Problems.

In connection with this program we must necessarily consider our financial interests. While these are secondary to the cause of our Government and civilization, they must bear an important part in our daily activities. Are our financial interests jeopardized by proceeding in a normal way now that peace is in sight? Is the revision of prices downward to occur so rapidly that losses will be sustained if we proceed to conduct our business in the usual manner? These are the questions now before not only the implement dealer but the farmer.

The present war has affected more people than any war that ever preceded. The destruction of property and the problems of rehabilitation are greater than those of any conflict; therefore we can expect that the effect upon prices occasioned by the discontinuance of this war will be more radical than that of any war in the past, but as history repeats itself, we can best anticipate what will happen in the present by what actually occurred after other wars.

We have had two great wars during the last century—the Civil war in this country, from 1861 to 1865, and the Franco-Prussian war in Europe, from 1870 to 1871. In the Civil war there was comparatively little destruction of property, and the problems of rehabilitation were not as acute as those of the present time. We did have, however, a large portion of our population upon the verge of starvation and problems similar to those of the present prevailed in the food supply. In the Franco-Prussian war, which lasted only from July, 1870, to February, 1871, we had large destruction of property, not as great in comparison, of course, as during the present war. While the city of Paris was reduced to the verge of starvation, the war was so short that there was not a considerable interference with crop production and therefore the food problems were not as great as those of the present conflict.

## Iron and Steel Prices.

**Civil War**—It is well recognized by economists that the prices of commodities largely fluctuate, as do the prices of iron and steel; in other words, that these are basic materials which more quickly reflect the changes in labor cost and are more largely instrumental in affecting costs of other products, because of the large amount used in most of our manufacturing activities.

The price of foundry pig iron, f. o. b. Philadelphia, in 1861 was \$20.25 per ton. This gradually increased until in 1865, the close of the war, it was \$46.12 per ton. In 1866 the price was \$46.87; in 1867, \$44.12, and in 1868, \$39.25. Three years after the war the price was substantially double that at the opening of the war.

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# Implement & Tractor Trade Journal

1886

1918

Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALLGEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, NOVEMBER 23

## WE ARE ALL "INTERESTS"

NO one has yet accused the Implement & Tractor Trade Journal of having too much of an eye out for the interests of the manufacturer in our campaign for maintaining the morale of the buyer. But we shouldn't be at all surprised to receive a few intimations of the kind. So we may as well make a clean breast of the thing right now: Yes, we do have a wide eye out for the interests of all the "interests."

Perhaps that confession may seem a bit cryptic. Let us clarify with a question: What and who are the "interests," so far as this endeavor of ours to keep up the positive and progressive spirit of the buyers is concerned? Why, those buyers themselves.

And who are they? None other than the dealer, the farmer, the wholesale distributor, the tinner, the doctor, the core-maker, the steel worker, the clerk, the manufacturer, and so on around and around the economic circuit. It is the duty of every influence to urge optimism—not blind faith in the future, without regard to the facts manifest—but an intelligent interpretation of those facts in terms of a personal will to go ahead and wade into "the greater responsibilities of peace."

If such a policy may be understood Twenty-eight 8233 TJ PB 11-20 Burn as standing for the "interests and the interests alone," we must plead guilty, but unabashed. Let us hope that we shall all be interested enough in our common welfare to let no preacher of "let-down" undermine our determination to apply our war-time team work and enthusiasm to the enterprises of peace.

## OPEN-EYED OPTIMISM

OPTIMISM is a long-suffering word. More than half the time it is employed where it has no business. The cynic seems to think the optimist is just a "cheerful idiot." The "cheerful idiot" undoubtedly believes that he is an optimist of the first water and that it is the sin of sins to look an unpleasant fact in the face. Both are dead wrong.

Elbert Hubbard used to say that a friend was a man who knew all about

you but liked you nevertheless. An optimist is one who recognizes all facts; pleasant and unpleasant, at their full face value. Emerson said that all he had seen taught him to have faith in all that he had not seen. He was an optimist of the highest type.

Nobody in his senses can deny that there are some elements of uncertainty in the commercial future. There have always been such elements ahead. But there are certain fairly reliable guideposts which economic history has set up for us to go by. It is the privilege and the duty of every business man, and that, fundamentally, means every earnest man, to read those signs anew and, in the light of the vast events of the present times, interpret them to the best of his intelligence.

Floyd R. Todd has done that. In another part of this paper appears the "keynote address" he delivered at Omaha. Nearly every word of it has special weight now, and the spirit of the whole speech is intelligent optimism unafraid.

## AN IMMEASURABLE RESOURCE

AT the Omaha convention, Oscar A. Rystrom, the new president of the Mid-West, conceived a big idea. Reduced to its simplest terms, it is a proposal to reapply the war work of millions of civilians who have been engaged in it for a number of months to the problems of peace, particularly as they arise in the rural and semi-rural communities in which most implement and tractor dealers do business.

It will be argued by the hold-backs, of course, that without the patriotic impulse the war workers cannot be held together. There is no necessity of giving up the patriotic motive which has actuated the men and women who Twenty-seven 8233 TJ PB 11-20 Burn have done so much at home to win the war; indeed, it is distinctly important that that motive should be preserved and that its reapplication to peace problems should be carefully planned.

We insist that it is a big idea and that it presents tremendous possibilities for community betterment, if properly directed. There is some danger that a few misguided merchants might try to harness such a movement for their common and individual benefit. If the people of a community at large ever entertain the suspicion that such is the case, they will drop the organization like the proverbial hot cake.

But there are big enough minds among the retailers of this trade and other trades, including the farming profession, to foresee that danger and avoid it. Mr. Rystrom has that kind of a mind. He is something of an

expert at community work and knows that selfish factions are sure to kill cooperation. "Don't try to see what you can get out of your community organization," he exhorts, "see what you can put into it."

That is the nub of the whole business. Although we have been known to moralize, we don't like to be caught at it. Nevertheless we are going to risk detection by mentioning "bread cast upon the waters." The trouble with so many of us mortals is that we contract eye-strain squinting for the returns.

## PULLING OUT OF THE MUD

ILLINOIS is about to pull itself out of the mud. Those who know what Illinois mud is will heave sighs of relief. Great for corn, but rotten for roads! That's the general verdict.

At the November election Illinois voters decided to bond the state to the amount of \$30,000,000 for a system of 4,800 miles of good roads connecting all the county seats and serving 86 percent of the population living in the zones reaching five miles on either side of the highways.

The motorists are to pay the bill. The farmer, the principal beneficiary of the enterprise, goes scot free of additional tax. Manifestly, this is not fair. But if the farmer has to be coddled into progress, we might as well reconcile ourselves and participate in the coddling at once. We must have good roads.

## IT'S A SOUND IDEA

WAR or no war, the campaign for early repair orders should be carried on. National Farm Equipment Repair Week has been set for March 3-8, 1919. In the meantime dealers should hammer away on the early repair idea in general. It's a sound idea and must be applied before the farmers can get the most out of their implements.

## SPEAKING OF PREDICTIONS

ONCE upon a time before the war—the Civil War—some wild-eyed visionary proposed that a railroad bridge be built across the Mississippi at Davenport, according to Ed Howe. At first the steamboat men made all manner of fun of the project. But the visionary persisted and they opposed the bridge bitterly.

What do you suppose they advanced as their main point of opposition? This: That there would never be enough people on the sunset side of the river to justify a railroad.

Great Union Pacific! How extremely dead and gone those old steamboat men are!



# Industry Is Preparing for Readjustment

Cleveland, O., Nov. 20.—A new face has been put upon American industrialism by the sudden ending of the world war through the collapse of Germany and the signing of the armistice. From the production of war material in vast quantities, from the marshalling and supplying of American armies in France, from strict conservation in food, clothing, shoes, etc., we have begun re-entry into normal conditions. Almost over night, the restraints on manufacture began to be removed.

Washington has given the word to cancel various war material contracts, but slowly and with some adherence to order. For instance, the order for 10,000,000 cast semi-steel shells which had been placed under contract as only a portion of the proposed 33,000,000 shells which were to be turned out by almost every foundry in the country, has just been called off. This means that 250,000 tons of pig iron and about 100,000 tons of steel scrap needed for these ten million shells, have been released for use somewhere else. Consumers of steel sheets, who had received orders for war material, have notified the mills that they will not need them now.

Makers of all sorts of ordnance in the northern Ohio district were called together in Cleveland a few days ago and were told by Brigadier General C. C. Jamieson, production manager for the Ordnance Department, that they are to keep up production of their various outputs at capacity for the next 30 days, but not pay overtime or Sunday work, nor are they to install new equipment. The inference was plain that within a month the Government would have made its decision as to whether it would cut off all production of war material. This one instance appears typical of war work all over the country.

## Labor Shortage Near End.

In the meantime, the daily papers are filled with announcements from Washington as to just how and intimations as to when repatriation of our soldiers abroad will be undertaken. This latter item means that within a comparatively short time the labor shortage will be made good. Indeed, this already has begun through the demobilization of the men now in military training camps in this country. This labor shortage has been the one handicap to manufacture since the war broke out. Munition workers who moved into the manufacturing dis-

tricts with the active cooperation of the Federal Government voluntarily are going back to their former homes and occupations. Some manufacturing plants, to avoid being the first to readjust the scale of wages to the inevitably lower levels, are putting their workmen on shorter worktime by dividing the workday into three parts, thus avoiding the payment of overtime and bonuses.

In fact, industry is not waiting for Washington to point the way to return to a peace basis. As always, it is far ahead of the politicians and theorists, as it was when the country entered the war on April 6, 1917, and is going its own course. As rapidly as possible the transition from war to peace will be accomplished. Some jolts and jars are expected during the process. The slowing down of the wheels of the war chariot will be accompanied by some creakings and groans but the slowing down is well under way.

## Industrial Change Will Be Rapid.

All this means that more material imperatively needed by manufacturers of all sorts, from agricultural implements to automobiles, will be available. In fact, some of it now is to be had. The War Industries Board has cut in two the prohibition to 50 percent of production, thus permitting manufacture of 75 percent of last year's production to 42 different industrial activities. Another modification permits implement makers to increase output 12½ percent more to a total of 87½ percent. Fuel and transportation will be allowed in proportion. This appears to be the first step officially taken, and the others seem easy of application.

But first the War Board must move to cut off the further rolling of shell steel which is being produced by thousands of tons. For when the vast amount of steel now going into shell rounds that never will be manufactured further into shells, is diverted, as it can be within a day, into bars, plates, structural steel, sheets, etc., then will industry come into its own. The mills will not lose any time, their workmen will be employed without cessation, and the country will again be provided with needed raw material with which the return to peaceful manufacture can be accomplished with the least friction and jar to general business.

It is well recognized by wide awake American manufacturers that the very general talk of certain brands of

"boosters" that we shall immediately begin reaching out after foreign trade which will keep our mills and factories busy, is the same sort of material with which they were fed when the blue days fell upon the country like a pall when Europe first was plunged into the terrific struggle. But the flood of war orders from Europe soon put an end to the foreign trade propaganda. Nor is it expected now, for American industry will be exceedingly busy supplying the deficits wrought right here in the United States which were enforced by the past several years of war. The volume of pent up orders at home ought to keep industry busy for a long time in the future. This is the hope and confident expectation of iron and steel manufacturers today. And they generally are the last people in the world to feed themselves with false hopes, being naturally cleared-eyed men of affairs and especially plain speakers.

**Wire Products.**—Several of the most important Middle Western makers of wire products several weeks ago began going out after new business. It appears they were served with notices by the Government that certain tonnages of barbed wire for war purposes, including 65,000 tons needed abroad by France and Italy, and American wire projects to a total of 100,000 tons, had been cancelled. Hence these wire mills took time by the forelock and began skirmishing for business for delivery next year. But with Government fixed price policy still in operation, they sold material simply to old customers in need with the proviso it was to be at today's price levels with no "protection" against a decline, and with the distinct understanding deliveries would be made at an indefinite date, or at convenience of the mills. It is understood some tonnages have been placed upon mill books under these conditions. It appears likely wire will be plentiful for most domestic purposes in the spring.

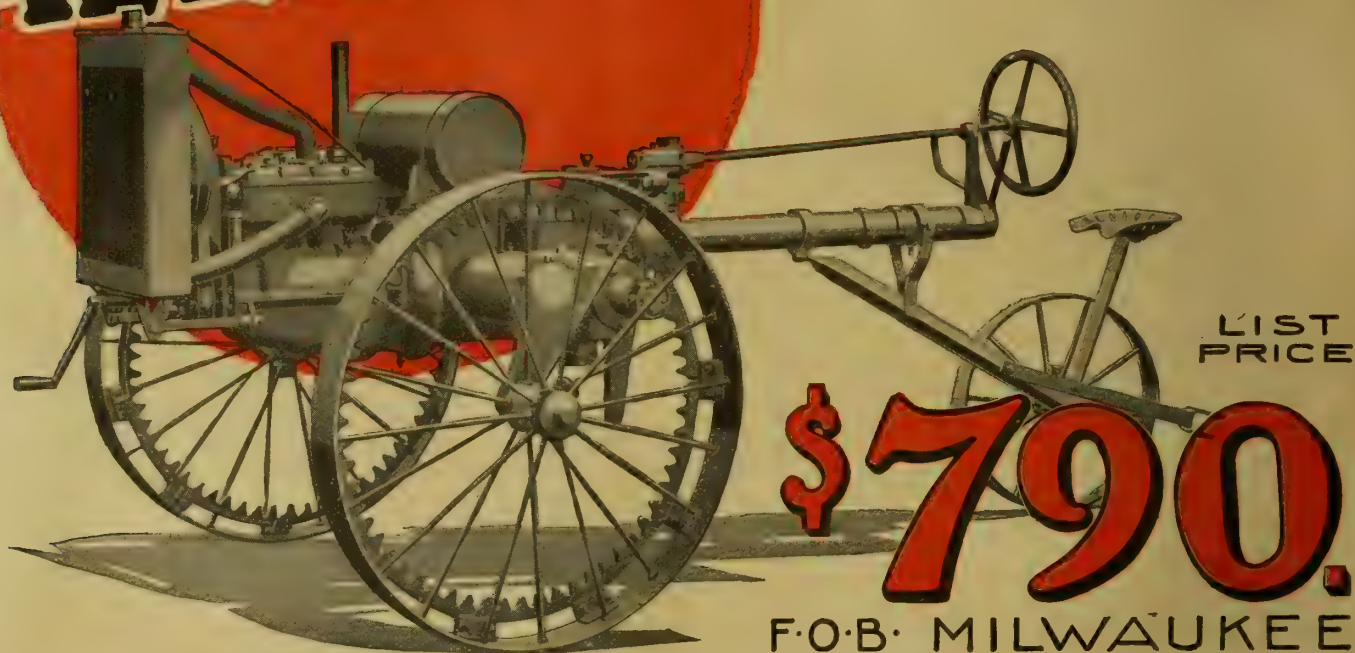
**Steel and Iron Bars.**—The shortage of steel bars that has been pronounced for several years, appears to be in a fair way to be made good just as soon as the Government gives the word to cease the manufacture of shell steels. Wrought iron bars are more easy to obtain than formerly although the mills have fair sized order books. Within the past several weeks a new or third division of bar iron prices has been created by the American Iron and Steel Institute committee. The original base of 3.5 cents a pound at mill for plain scrap bar now has added to it an extra of 75 cents per hundred pounds when the bar is made from selected scrap, and an extra of \$1.50 per hundred when it is made from puddled bar and selected scrap, or a price of 5 cents for this refined puddled iron bar.

**Steel Chain.**—With the ban coming off wire manufacture shortly, accord-

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# Announcing the **ALLIS-CHALMERS**



A THOROUGHLY dependable, **real** one-man tractor at a price that every farmer can afford to pay. A tractor which has unusual profit-making possibilities for every dealer.

This General Purpose Farm Tractor is Allis-Chalmers' answer to the big call for a reliable tractor at a popular price. It has behind it the financial solidity and permanence of the Allis-Chalmers Mfg. Co., one of the world's greatest manufacturers of high grade machinery.

Both dealer and farmer are assured of getting good service and needed repairs. And the permanence of the business the dealer builds on this machine is guaranteed by the manufacturer's financial strength and enormous facilities.

You can make more sales with this real one-man tractor, and **more actual profits**, than with any other tractor on the market. No other tractor fits so perfectly into the work on the farm and gives such all-around service.

Here is a machine that was **built to fit the needs of farmers**, after years of tractor-building experience and study of actual farm work. It embodies the farmers' practical knowledge of what a tractor must be and do, in order to give the greatest service. And it sells at a price that any successful farmer can afford to pay, and that makes it a thoroughly profitable investment.

## ALLIS-CHALMERS MFG. CO.,



# GENERAL PURPOSE FARM TRACTOR

**T**HE Allis-Chalmers General Purpose Farm Tractor is a light automotive power plant for almost every kind of farm work—cultivating, drilling, discing, harrowing, harvesting, mowing, raking, loading hay, hauling, listing, plowing and belt work.

In every detail of design and construction this most highly perfected of all tractors shows the excellence of Allis-Chalmers superior engineering and manufacturing facilities.

Powerful enough to handle heavier work, yet light enough to work on soft or plowed ground, it not only provides the farmer with power for his farm work, but also does the work **better and faster**. For the farmer who already has a larger, heavier tractor, and who needs a lighter machine which will do a wider range of work, the General Purpose is a thoroughly profitable investment.

The implement is hitched directly to the tractor and the operator sits on the seat of the implement, where he has both tractor and implement under control. The farmer can use practically any horse-drawn implement of standard make, instead of having to buy an expensive engine plow, engine disc harrow, etc.

If you secure the agency for the Allis-Chalmers General Purpose Farm Tractor, you will have **the machine the farmers want**—the machine that fills the requirements on more farms than any other tractor ever built. And you will have behind you not only the Allis-Chalmers prestige and reputation, but also the selling co-operation with which the Allis-Chalmers Mfg. Co. backs up its dealers.

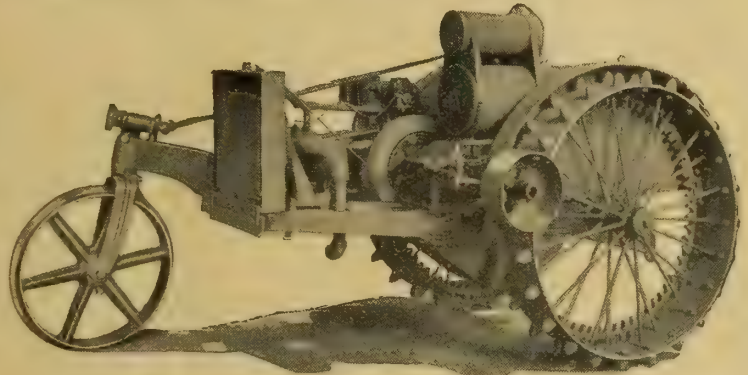
The machine is rated at 6 H. P. on the drawbar and 12 H. P. on the belt. It weighs only 1850 pounds and every ounce of this weight is perfectly balanced on the two wheels. The engine is of 4-cylinder vertical design,  $3\frac{1}{2} \times 4\frac{1}{2}$ ". Perfect lubrication is insured by the combination force feed and splash system. The drive is of a special design which has proved remarkably efficient, with a very low cost for upkeep.

The extra high clearance—28 inches—makes cultivating easy, either one or two rows being worked at once.

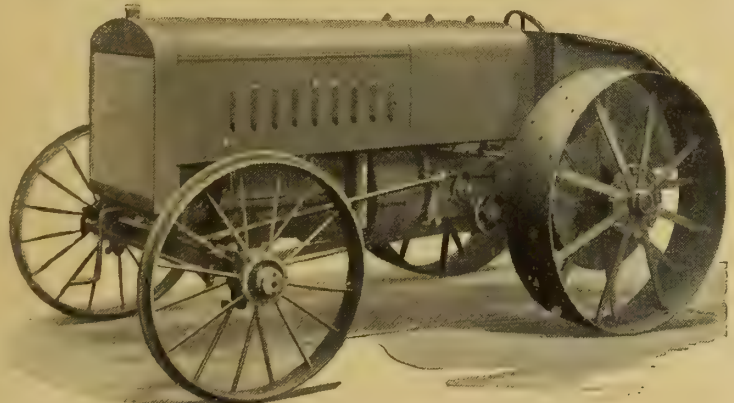
## Mail the Coupon for Full Particulars

If you want to get into the tractor business right and get your share of the profits live dealers will make this fall and winter and next spring, write now for full details of the liberal money-making proposition we are making to responsible, well established dealers.

# Milwaukee, Wisconsin



The dealer who handles the Allis-Chalmers line of farm tractors is able to supply every tractor demand. The Allis-Chalmers 10-18 is so well known that no description is necessary. It uses both kerosene or gasoline, and has a long record of good work in all parts of the United States and in many foreign countries.



The Allis-Chalmers 15-30 is the machine for the farmer who needs more power. It uses either kerosene or gasoline and is designed throughout for long and hard service.

**Allis-Chalmers Mfg. Co., Milwaukee, Wis.**

Without obligating me in any way, please send me  
bulletin No. 1302M and full information regarding the  
tractor checked in square.

General Purpose Farm Tractor. ☐

10-18 H. P. Farm Tractor. ☐

15-30 H. P. Farm Tractor. ☐

also your profit making proposition to reliable, established dealers.

Name ..... State .....

Address .....

City .....





## The Employer's Right to Talk About Former Employees

**F**OLLOWING is a letter recently received, which brings up the interesting subject of how far an employer may go in making statements about former employees who have proved unsatisfactory.

Dayton, Ohio.

I read your article recently on hiring and discharging help, and decided I would ask you for advice on a question. I employed a salesman up to last August on city trade. Our salesmen do some collecting and several times I detected this man failing to turn in money collected. I never believed he was dishonest, but more shiftless than dishonest, though as he continued to hold it out after I had repeatedly told him about it, I decided that he might be crooked and let him go. When he left he owed this house about \$85, which he has been paying off in small installments since. Most of it is now paid off.

Last month he applied to a competitor of mine for a job. This firm knew he had been employed by us and one of the partners called me on the phone and asked me for my experience with Mr.

I told him frankly the facts, that he was a fair salesman, but that when he was with us he had held out on collections repeatedly. Accordingly, he did not get the job with this competitor. He then went to two other competitors and applied for positions, and as soon as they learned that he had worked for us, they got in touch with me and I told them the self-same story. I said that we had no objection to him if he would turn in the money he collected. Neither of these concerns employed him because they did not like that recommendation. I have now received a letter from a lawyer telling that suit was about to be begun against this house, on behalf of this young man, saying that we had slandered him and prevented him from getting a position and making his living. We told nothing but the truth. The lawyer wants to know if we will settle out of court. Naturally we don't want any litigation, but are not conscious of any wrong. Would appreciate your advice.

R. N. Y. & BRO.

The answer to all such questions as this depends on three factors:

1. Was what was said about the employee true?
2. Was it said maliciously with intent to injure him?
3. Was the information given in response to a request, or volunteered?

### Has Right to Tell the Facts.

It is the well-settled law that where an employee leaves a place with a bad

record, and his former employer is asked for a recommendation by somebody to whom the employee has applied for a job, the former employer can tell the truth, even though the truth reflects upon the ex-employee, and prevents him from getting the job. The former employer can do that as many times as he is asked and even if he keeps his ex-employee out of job after job, no liability rests upon him.

This being true, it follows that in my judgment, the Dayton, O., correspondent is not liable, always provided that the facts are as he states them, and that, in giving the information which kept his former salesman out of these jobs, he went no further than a simple statement of the facts.

There was a case in which a railroad company prevented a man from getting a job by telling another railroad company that he was a labor agitator and connected with a labor union. Suit for damages was brought by the employee, but the court said that as there was no malice, there was no liability.

If information derogatory to a salesman is given maliciously, it may render the former employer liable, even though the information is true. Here are two illustrations, one of a statement which would not make an employer liable, and the other of a statement which would make him liable. I use in both the facts cited in the above letter.

A statement which would not make the employer liable.

Yes, he worked for us about five years. City salesman. He was a fair salesman. We let him go last August. Why? Well, he didn't always turn over money he collected. More than once? Yes, several times. Yes, he always paid it back when we caught him—the last bill he collected and didn't turn over isn't quite paid for yet—he's paying it off in installments.

A statement based on the same facts that would make the employer liable:

Yes, I know him—I wish I didn't. Sure, he worked for us up to last August. We fired him for stealing. Has he come to you for a job? Don't take him—you don't want to touch him with a ten-foot pole! He collects money and don't turn it in. Oh, time and time

again! He'll do the same with you. All we caught him in he paid back, that is, all but the last; that isn't all paid back yet. I don't know how much more he got. He couldn't work for us again for nothing. Oh, he wasn't such a bad salesman, if he'd only keep straight. I don't know whether he blew it in gambling, or whether he spent it on women—got a nice little wife, too.

### The Difference Is Obvious.

It needs no demonstration from me to show that the obvious intent of the first statement is to supply, in order to be helpful, and upon request, information about a former employee which will be useful to the inquirer; while the obvious intent of the second statement is to keep the salesman from getting a job. There is malice in the second, but none in the first. Malice in such a case is the exhibition of a "direct purpose to injure the person who is damaged, or to benefit the interferer at the expense of the damaged person, without just, i. e., lawful cause or excuse."

It is never safe to volunteer information about a former employee, for it always looks like malice, I mean as in a case which transpired recently. A bookkeeper had suddenly left his employer, against the latter's wish. A few years before, the bookkeeper had been addicted to drink and had gotten drunk on one occasion and taken some of his employer's money, which he raised on a forged check. He was deeply ashamed and repentant after he got over it and paid the money back. It was completely forgiven and became a closed incident.

When he left to take another position the former employer got very wroth and called the new employer up with the statement: "I thought you'd like to know what kind of a man Sam Carter is." Then he told him about the forgery incident and the bookkeeper was promptly fired from his new job. He at once began suit for malicious defamation of character and while at this writing the case is not decided, I have no doubt he will get substantial damages. Malice was very clearly shown by the way the former employer went about what he did.

The Dairy Equipment Co. has been incorporated at Springfield, O. Capital is \$100,000. Incorporators are C. L. Bauer, W. O. Nelson, P. P. Ohmart, F. G. Mouse and C. W. Swallow.

The Ace Tractor Co. has been incorporated at Hammond, Ind., with a capital stock of \$100,000. Directors are Frank E. Gossett, Max Salmon and Henry Whitaker.



## BUSINESS OPTIMISM WINS AT OMAHA

(Continued from page 16)

this direction. We must not be content, but should urge for greater things to be accomplished in 1919 than in the year just passing.

In a country as large as ours it is difficult to select one single week for what is known as repair week. A week that would be suitable for the people in the south is altogether too early for the north, but the National Federation at the annual convention held in Chicago last month has designated the week of March 3. This does not mean that you are to wait until then to order your repairs, but a few weeks previous to this time all of the agricultural colleges, all manufacturers and all dealers will start a campaign and advertise this as National Farm Equipment Repair Week.

In this way, it will call the farmer's attention to his coming needs, and suggest that he order his repairs early. This saves both him and the dealer a good deal of time and expense in the way of transportation charges.

This is an important matter and should be encouraged in every community. There never has been a time when the people should all work more in harmony than right at this time when the country demands the best in us. This can be accomplished better by uniting all interests together.

## Reconstruction is the Big Problem Now

### Report of Secretary James Wallace, Council Bluffs, Ia.

The world has been engaged in a great task, struggling to strike from its limbs the shackles of despotism. Never before in all the ages has a single problem so clutched the entire thought, activity and energy of mankind in two hemispheres.

Millions of young Americans have been called upon to face cold steel to further the march of Freedom. Still more millions of Americans are being called upon to forego former pleasures and comforts, and to abide by certain regulations and restrictions that in other times might have seemed unthinkable.

In this connection new duties confront all trade associations. The Government has made requests, and to the patriotic citizen, a request from his country is a command.

The members of the Mid-West Implement Dealers' Association have sought in every way to assist our Government, abiding by every regulation and restriction that would lighten the burden of the Great Republic, which has so often bared its right arm for Freedom.

Numerous governmental boards have been created exercising supervision over many phases of business and industry. This in turn has made it imperative that trade associations be constantly on the alert, to see that no unnecessary hardships were imposed upon their trade.

The officers of your association have at all times been keenly alive to every matter coming up that had to do with the welfare of its members.

### Be Live on Tractors.

Power farming is the biggest innovation that has come into the implement trade in many years, and while we realize that from its very nature the implement business is peculiarly adapted to the handling of this branch, other industries are seeking to draw this valuable trade into other channels.

It must be recognized that where the tractor goes tractor-drawn machinery will naturally follow. This should have serious consideration at this time, as the consequences cannot be overestimated, if we allow any great portion of the tractor business to go through channels other than the retail implement trade.

The recent request of the Federal Trade Commission for accurate information from

dealers that would enable them to arrive at the cost of conducting a retail implement business, brought forcibly to our attention the fact that very few of us had our books and accounting systems in such shape that we could furnish the required information.

Haphazard methods of bookkeeping, such as were disclosed by the Government's call for information, result in serious losses to the dealer. It would seem advisable at this time to continue this "Cost Educational Campaign."

### That Repair Campaign.

Considering the short time we have in which to put over the first campaign, it can be said to have been very successful, and with the experience we have had by our united efforts, we should make "Repair Week" for 1919 a grand success.

The fact that the supply of steel for new machines was curtailed 25 percent will make it necessary for the farmers to repair their old machines. National Farm Equipment Repair Week will be in order the second week in March, and we as dealers should urge our farmer friends to go over their machines and order the necessary repairs as soon as possible, so that we may have the needed repairs on hand before spring work commences.

The repair situation is still such that it cannot be overlooked in a report of this character. We cannot lose sight of the fact that the dealers' revenue from this branch of the business is not sufficient to compensate him for the time and investment involved in maintaining this department of our business. Nor can we lose sight of the fact that the profits the manufacturer and jobbers enjoy from this phase of the implement business, compared to the profits from the main business, are greatly out of proportion, and we should not cease to demand our rights in this respect until this repair question is satisfactorily adjusted.

### Some Accomplishments.

Our association, working through the National Federation, was successful in obtaining the elimination of the wrapping and insurance charges on parcel post shipments. Too often our members are inclined to accept these benefits as somehow coming about by themselves, and do not think to give due credit to the officers of the association who have been vigilant enough to guard their interests.

Through the combined efforts of the many implement dealers' associations, which constitute the National Federation, we were able to secure a concession of one cent per pound greater margin on binder twine than was at first suggested by the Food Administration.

This was one of the greatest achievements ever accomplished by any organization of retail dealers, and at the recent federation meeting in Chicago a committee was appointed to be known as the "War Service Committee." Arrangements were made for financing it by assessing a per capita tax of 25 cents per member on all constituent associations.

This committee will have the recognition of the Food Administration and the Implement Administration, and it is understood that this committee will be consulted before any important action is taken affecting the retail implement trade.

### Should Order and Ship Early.

In order to keep up the food production, it is necessary that an adequate supply of implements be furnished where they are actually needed and that an accumulation of a surplus where not needed be avoided. To accomplish this the dealer should place his orders promptly, and at the same time give an early shipping date in order to relieve transportation, which later in the season is likely to be congested.

### A Healthy Treasury

Treasurer Joseph M. Elwell of Springfield, Neb., in making his report, stated that the association finances were in particularly healthy condition. The report showed a balance on hand of \$3,809.69, including \$1,100 in Liberty Bonds and not taking into account some of the more recent collections.

Oscar A. Rystrom made a lively and comprehensive verbal report as a delegate to the Chicago convention of the

National Federation. Mr. Rystrom said he believed there would be no sudden change in prices at any time and that they would begin to find a more nearly normal level within a year or so.

President Gallagher asked those to stand who had sons and brothers in the Army or Navy. C. A. Wenstrand reported three sons; F. R. Sebenshall three sons, three brothers-in-law, three sons-in-law and one nephew; Derooy Danielson of St. Francis, Kan., four sons. A number of others reported one or more sons or other relatives in the service.

### May Furnish Insurance.

Anton Hansen of Upland, Neb., then took charge of the question box. Among the questions submitted was this: "How can we create a permanent membership for our association?" The insurance feature, as one of the benefits of membership, was discussed.

Mr. Rystrom moved that a committee of three, including the secretary, investigate the practicability of furnishing reciprocal insurance to members and that the Nebraska insurance authorities at Lincoln be consulted. The motion carried. President Gallagher left the appointment of the committee to his successor.

Mr. Hansen called attention to the fact that Nebraska business men paid out \$6,000,000 annually to old-line insurance companies and only \$650,000 to mutual aid companies and companies having their home offices in the state.

### Keep the Liberty Bonds!

Another question was submitted by a woman dealer as follows: "Should a dealer accept Liberty Bonds in payment for merchandise?"

A number of dealers answered in the negative at once, saying that such procedure was contrary to the advice and wishes of the Government. Mr. Sebenshall declared that Liberty Bonds should not thus be used until the Government should indicate that the practice would not impair the value of the bonds and the financial condition of the country.

J. M. Elwell moved that it be the sense of the convention that dealers should neither dispose of their own Liberty Bonds nor accept them in payment for anything from customers until the Government should place its approval on such transactions.

Simplified bookkeeping methods were then discussed. Mr. Hansen explained that he had a simple system, all in one book, whereby he could tell his assets any day in the week, subject to the check with the inventory.

### THURSDAY MORNING

Thursday morning Mr. Hansen continued his explanation of his bookkeeping system, using a blackboard. Mr. Rystrom then went more into detail about his system, showing how he had eliminated much detail.

### The Convention Committees.

President Gallagher then announced the appointment of the following convention committees:

Nominating—Ed Lehmkuhl, Wahoo, Neb.; Jacob Bender, Sutton, Neb.; Theodore Planck, Wausa, Neb.

Resolutions—Oscar A. Rystrom, Stromsburg, Neb.; H. E. Ralston, Sr.,  
(Continued on page 25).



# News of the Industry

## TO HOLD TRACTOR SCHOOLS

### University of Illinois Has Announced That the Government Restrictions Have at Last Been Removed.

The series of short term courses in tractor operation and maintenance being given by the Farm Mechanics Division of the College of Agriculture of the University of Illinois for the benefit of tractor owners or operators, dealers, salesmen, service men and others interested in the practical phases of the tractor industry, are to be resumed on Dec. 9, after being interrupted first by the influenza epidemic and then by the demand of the Government that the facilities of the department be given over to the training of enlisted men in tractor operation.

The plan is to accept registrants in these courses to the maximum number of twenty-five, each Monday from Dec. 9 until March 17 inclusive. The course contemplates two weeks' work with each group of twenty-five men.

There are no restrictions on admission except that the students must have reached the age of sixteen. It is expected that older men and women will register as well as the younger men who will probably make up the majority. Twenty-two lectures and about the same number of laboratory periods or field exercises will comprise the course. A study will be made of tractor mechanics, motors, elementary electricity, ignition, hitches, plows, binders, separators, ensilage cutters, motor cultivators, etc. There is ample equipment including tractors, motors, parts and accessories. Much of the laboratory time will be given to the study of tractors in operation with the special purpose of diagnosing tractor troubles and determining the remedies.

Persons desiring to take advantage of the course should make an application for registration as promptly as possible in order that they may secure accommodations on the date most desired by them. There is a term fee of four dollars payable in advance. Special arrangements will be made by the department through the Y. M. C. A. and other university agencies for room and board for registrants upon their request. Applications for registration should be made to J. C. Thorpe, Director Tractor War Course, Division of Farm Mechanics, College of Agriculture, University of Illinois, Urbana, Ill.

It was originally intended to organize a special course for dealers in which special attention would be given to merchandising methods, accounting, collections, credits, banking, mechanical service, etc., but it has become necessary to abandon this plan for this year owing to interruptions in the original program.

### W. L. Jacoby Heads Acme.

W. L. Jacoby, an Eastern man, has been elected president and treasurer of the Acme Harvesting Machine Co., Peoria, Ill., succeeding P. D. Middlekauf. George Hildebrandt, formerly secretary and general manager, will return to the practice of law. J. W. Bybee has been appointed advertising manager, succeeding E. E. Taylor, who recently took a similar position with the Turner Mfg. Co., Port Washington, Wis.

### Warehouse Restrictions Off.

According to a ruling wired last Tuesday to Secretary Herbert J. Hodge of the National Federation of Implement and Dealers' Associations, all Government restrictions on sales and purchases by jobbers are abolished. The message, signed by Andrew Wheeler, chief of the Bureau of Warehouse Distribution, War Industries Board, Washington, D. C., follows:

Effective at once, all restrictions on sales and purchases by jobbers are hereby abolished. Warehouse prices, however, must be maintained. No reports on sales are required. Material may be sold by jobbers for any purpose whatever.

### Middle West Shows Up Well.

A corn crop the quality of which is the highest in years, though the yield is 500,000,000 bushels smaller than last year's, is reported in the official crop report of the United States for November. The estimate on the crop is 2,749,198,000 bushels.

The estimate on wheat is 918,920,000 bushels, and oats 1,535,297,000 bushels. These figures show little change over the estimates made the month previous. The average yields per acre of all crops, compared with recent years, is 97.6 percent. South Dakota leads all the states with a percentage of 138.9. Ohio, Indiana, Illinois, Wisconsin, Iowa and the middle western states in general show well over 100 percent.

## SANCTION NATIONAL SHOW

### The Kansas City Tractor Exhibition Has Been Given the Approval of Government Officials.

Any obstacles which might have stood in the path of holding the 1919 National Tractor Show in Kansas City, Mo., have been removed by a letter from E. E. Parsonage, chief of the Vehicle, Implement and Wood Section of the War Industries Board, addressed to James Patrick Smith, president of the Kansas City Tractor Club, and Guy H. Hall, secretary of the club and manager of the National Tractor Show.

Mr. Smith and Mr. Hall have recently returned from Washington where they conferred with various members of the Government officials with reference to the annual show announced for Feb. 10 to 15, 1919.

The letter from Mr. Parsonage:

1. With reference to your request for clearance to hold tractor show in Kansas City in February next, beg to advise as follows:

(a) Inasmuch as the stringent conditions maintained prior to the signing of the armistice are materially changing, it does not seem to be necessary for restricting such a show as yours.

(b) Your interview with Mr. Junius F. Cook, assistant to the Secretary of Agriculture has resulted in the removal of that department's objection to your exhibition.

(c) It is also indicated that your show is very largely of an educational nature, plus the viewpoint of sales propaganda.

(d) Rapidly changing conditions also indicate the probability that by reason of the extreme food production being necessary during 1919, your industry will be encouraged rather than curtailed during the adjustment period following the war.

(e) Similar exhibitions to yours are at present being held at various jobbing centers.

(f) We are in receipt of copies of various telegrams of approval from manufacturers desiring to participate in your exhibition of tractors and accessories.

2. We, therefore, consider you are justified in working out your program as outlined.

The Carbo Steel Post Co., Chicago, will erect a one-story factory.



## BUSINESS OPTIMISM WINS AT OMAHA

(Continued from page 23).

Shenandoah, Ia.; Bert Dyer, Exeter, Neb. Auditing—P. B. Laird, Tabor, Ia.; J. C. Messing, Onawa, Ia.; M. Johnson, Valley, Neb.

The following letter from Secretary H. J. Hodge of the National Federation was read by President Gallagher:

### Will Advise on Twine.

I notified the sisal section of the United States Food Administration of the appointment by the National Federation of the Implement Dealers' War Service Committee and asked that our committee be given a hearing before any definite action is taken in regard to binder twine. I am this morning in receipt of a letter from Mr. Henry Wolfer, who is chief of that division, which reads as follows:

"We have your esteemed letter of the 4th, inst., referring to the binder twine interests of 1919, for which please accept our thanks. We shall be glad to advise you concerning the binder twine interests of 1919 as soon as price and delivery conditions are under consideration."

(Signed) United States Food Administration, Division of Collateral Commodities, by Henry Wolfer, Sisal and Textile Food Container Section.

This is an assurance that the implement dealers will be given a hearing before any action is taken in regard to binder twine and should be pleasing news to every implement dealer in the United States.

### Caution Carried to Extreme.

"The Outlook for the Next Twelve Months" was the subject of the speech of F. R. Sebenthall. Mr. Sebenthall said that the country should adopt a modified system of military training for national protection and the physical good of our young men. He said that the Americans who beat back the Prussian Guards had something in their make-up that was infinitely better than anything that forty years of goose-stepping could give the German soldier. He said that the kaiser should be turned over to the courts of justice and tried for his crimes.

It was in this address that Mr. Sebenthall advised a degree of caution which, if followed by all buyers, whether farmers, dealers or anyone else, would probably bring about business stagnation. One of his milder statements was that no dealer should buy more goods than he could sell at a profit. This theme inspired the local daily press to state under rather startling headlines that agricultural implement prices were about to fall, whereas by far the majority of opinion in the trade expects nothing but a gradual decline in prices in the somewhat distant future.

Will T. Graham of the First Trust Co., Omaha, spoke to the convention as a banker. He recited a number of Riley's verses and urged the dealers to exercise care in granting credits. "If your banker is not interested in community development," he said, "get another banker."

## FRIDAY MORNING

### A Queer Question.

The question box, in charge of Mr. Hansen, was opened the first thing Friday morning. Among the questions drawn out was this: "Should a dealer belong to the community club and what are the benefits?"

Mr. Rystrom declared that the questioner had the wrong attitude, since, apparently, he wanted to see what he could get out of community work and was not mainly concerned about what he could do for the community.

H. E. Ralston, Sr., said that the dealer should identify himself with all such movements. Everyone who professed to be a business man, and that ought to include the farmer, he declared, should by all means back every plan for community betterment. In the vicinity of Shenandoah, Ia., his home town, Mr. Ralston said that eight townships had worked out a project to combine all the war workers into one permanent organization for the purpose of carrying on all sorts of civic enterprises.

When the question of the trade acceptance was taken from the box, Mr. Ralston declared that it could never be put into general use without the positive insistence of the jobbers and manufacturers. Mr. Hansen and Mr. Gallagher believed that the use of the trade acceptance by dealers would put their business in healthier condition.

### Using the Post-Dated Check.

Mr. Rystrom explained his use of the post-dated check. Someone asked him how he used it on repair sales when he did not know the prices in advance. In such cases, he said, he simply left the price blank and filled it in later when the invoice came. Every one of his customers, he declared, were willing to accept this arrangement.

Should it develop that the customer had no money in the bank at the time of the maturity of the check, he made it a particular point to call the delinquent up at once and advise him of the condition of his bank account. The farmer, he said, was always eager to come in and cover the obligation, since, in that vicinity, he always took pride in maintaining a good line of credit. Mr. Rystrom said that his firm used the post-dated check as an order blank, which made it possible to have the money in hand virtually at the time of the delivery of the tool.

### A Keynote Speech.

Floyd R. Todd, vice-president of Deere & Co., who represented the National Implement and Vehicle Association, was then introduced by President Gallagher. Mr. Todd sounded the keynote for all branches of the trade relative to the plan of procedure during the reconstruction period. The facts and figures and opinions that he offered were so vitally important that his address is printed by itself elsewhere in this issue. Mr. Todd took positive issue with F. R. Sebenthall, who had spoken the day before in what many interpreted as a pessimistic vein. It appeared to be the belief of most of Mr. Todd's hearers that he had analyzed the situation keenly and without losing sight of any of the controlling factors.

"Doing Business on Present-Day Prices" was the topic of John W. Gamble, chairman of the executive committee of the Omaha Chamber of Commerce. Mr. Gamble was thoroughly optimistic in his presentation of the subject. Referring to the periods of prosperity that had followed the Civil and Franco-Prussian wars, he said that there was every reason to believe that the years following the present war would be even more healthy, since we had the benefit of the

stability afforded by our Federal reserve banking system, which virtually make panics impossible.

President Gallagher then called upon Chairman Oscar A. Rystrom of the resolutions committee for his report. It follows in part:

## A Solid and Progressive Platform

### Report of O. A. Rystrom, Chairman, Resolutions Committee.

As a convention we are proud to have so many members who have sent their sons "Over There" to help carry the Stars and Stripes that bring liberty to the down-trodden peoples of Europe, and extend our sincere sympathies to those who have sons who have made the supreme sacrifice.

We pledge our undivided support to our Government during the trying days that may come during the reconstruction period, and stand ready at all times to do everything in our power to serve our country's best interests.

We support the movement for a National Farm Equipment Repair Week and request our members to urge their customers to get their repairs as early as possible, so that when the rush season comes there will be a surplus of repairs to draw from and help competent to give service.

We favor the continuance of military training as a part of the education of our youths and would favor legislation looking to the use of our various cantonments for that purpose at the close of the war.

We recommend to the Department of the Interior and the Department of Agriculture that they as soon as possible work out plans to take care of the homecoming soldiers who wish to take up the work of agriculture, and do everything possible to reclaim farms in the various states that can be made productive and profitable.

Power farming is coming and we urge our members to bid for this business, giving it prompt and careful attention in order that we may keep this valuable line of business which rightfully belongs to the implement dealer.

We urge the manufacturers of binder twine to keep up their efforts to make a twine that will prove more nearly insect-proof.

We urge our wagon manufacturers to reconsider their proposed wagon warranty and agree on a warranty along the lines suggested by the National Federation.

We commend the league to enforce peace in the world under the direction of ex-President Taft and promise it such support as is in our power.

We recommend to our members that they use their influence in perfecting organizations that will embrace the leaders and members of such war and other activities as may lose their identity after peace is declared, into community service organizations for the good of their respective communities and our country in facing the problems that will come before us.

Following the election of officers, the results of which have already been given, A. E. Tunberg of Hooper, Neb., in behalf of the association presented C. E. Gallagher, who had just finished his third term as president of the Mid-West, with a traveling bag.

After adjournment the directors of the Mid-West Implement Dealers' Association met and re-elected James Wallace of Council Bluffs secretary and Joseph M. Elwell of Springfield, Neb., treasurer.

Wednesday night the dealers and others attending the convention of the Mid-West Implement Dealers' Association last week in Omaha were entertained at a smoker as guests of the Omaha and Council Bluffs Implement Club in the banquet hall of the Hotel Rome.



## CHEERFULNESS IN THE RETAIL FIELD

(Continued from page 15)

hill. Thus, he says, it is with some dealers.

Analysis of the telegrams wired to the Implement & Tractor Trade Journal on the day of the signing of the armistice last week indicates that the manufacturers who sent them were intelligently optimistic; that is, though they looked at the facts without blinking, they could not, on close examination, see any good reason to blink.

### Food Problem Not Solved.

The manufacturers gave considerable thought to the food situation in Europe. Moreover, they indicated, the demand for American farm tools from countries not directly engaged in the war would be heavy. It was largely their belief that the demand for food would increase, rather than diminish, not only abroad, but in this country.

One factory man would not concede that prices could logically change before the end of the first half of 1919. That the readjustment will be gradual and safe was the common opinion. An executive who is prominent in the tractor department of the industry declared in his telegram that, although the fighting might be over, the food problem was far from solved. To expect low prices, he said, was palpably absurd.

### Unshaken Faith.

Another manufacturer wired that his faith in the business outlook now was just as unshaken as his faith a few

weeks ago that America and the Allies would win overwhelmingly. That it was time for sound judgment, no one disputed, but fear had no place among the business man's emotions, all agreed.

Urging small expectation of a drop in prices, a Wisconsin manufacturer made the point that the market in the farm equipment field had never "skyrocketed" and he intimated that the

decline would be even more gradual than the various advances had been. One or two manufacturers even indicated that prices might take another advance before the decline set in. Another said that the history of the periods following other great wars showed that just as soon as the Government-fixed prices on commodities were withdrawn the tendency was upward rather than the other way.

## Dealers Express Their Confidence in the Future Go After Business.

From T. J. TURLEY, president, National Federation of Implement and Vehicle Dealers' Associations:

As to future prices on farm equipment, there will be a time, no doubt, for a downward tendency in prices, some time in the near future. Others take the view that it will be some five or six months before we can see any great difference.

I believe myself that toward the latter part of the spring, May or June, we will have an adjustment of values, but I do not look for much relief before that time, as a large part of the farm implements are being finished out of materials bought on prices that have been in effect for the last twelve months.

There may be some staple articles, like wire and fencing, that will be sold for less before May or June. We expect to keep a sufficient stock on hand to conduct our business, but we do not think that this is a time for anyone to load up too heavily. It is a time, however, when it will pay to keep a complete stock, and to go after business good and strong.

It seems that we are all agreed that farm products will hold up through the greater part of next year, and maybe longer. With the amount of suffering that we have at this time, and the amount of food that will be necessary to relieve it, we should do everything possible to assist the Government along

this line. No one has a greater opportunity than the implement dealer.

### Channels of Trade Clear.

From E. C. WALDO, Ross & Waldo, Ellis, Kan.:

It is our belief that great injury would come to the retail dealer in implements and hardware, if he should abruptly stop buying at any juncture whatever. We can as yet hardly realize that the fighting has actually stopped, the guns grown cold, and the boys on the "Western Front" able to lie down in "real peace," but such are the facts.

The demobilization of the American Army is going to be brought about in such an equitable and deliberate fashion that the channels of trade will not be interfered with to any large degree. We cannot predict at this time that prices will be reduced, say, within a period of six or eight months, and but very, very little then.

### Don't Be "Left at the Post."

From ROEDER & WEYLAND, Booneville, Mo.:

We have placed most of our orders for 1919 and some of the goods have been shipped. We do not see what one can gain by waiting, as manufacturers are basing prices on cost of labor and material paid for in 1918 and, while there may be a slight drop in prices late in 1919, we feel that the man who waits for this decline won't have any goods to sell next spring. He will be in the same position every season for several years to come, for a very gradual decline in prices can be expected until they reach a certain level.

The man who waits for that time will, in our opinion, be left gazing at the dim and distant future, hoping against hope, never dreaming that his day is done, his opportunity gone. He will find that pessimism's cost is "left at the post."

### Must Persuade Customers.

From MURREY M. SMITH, W. W. Smith & Sons, Clay Center, Kan.:

We have found the idea that prices may drop growing with our retail customers. We have made all the logical explanations that we can think of, such as incompleting Government contracts, the increased shipbuilding program, the many unfinished buildings in large cities that have been held up, and the large amount of steel necessary for reconstruction in the foreign countries, and many others, to overcome this feeling.

Personally we do not feel that there will be much, if any, decline for a long time in the farm equipment industry.

## An Age of Specialization

In all lines of manufacturing, production is far behind demand, particularly in the farm tractor industry where every effort is being made to increase our food supply. Tractor builders are standardizing their product—are taking advantage of specialized tractor units, built outside and supplied to them complete ready for assembly. More and more they are calling upon us for Foote I-X-L Quality Gears and particularly for the complete Foote I-X-L Transmissions. Realizing this trend of affairs we mobilized facilities for quick production and today are supplying a large majority of tractor builders with gears and transmissions. We welcome other tractor manufacturers who can use our specialized resources.

**Foote Brothers Gear & Machine Co., Chicago, Ill.**





# Prosperous Oklahoma Calls You!

To Attend the Convention of the

## Oklahoma Hardware and Implement Dealers' Association

At Oklahoma City, December 10th, 11th, 12th

**E**VERY patriotic dealer should plan at once to attend. The great reconstruction period is opening. No organization faces more important or essential responsibilities. We can measure up to these responsibilities only in proportion to the interest and activity we practice. Your first duty is to attend the convention and take an active part.

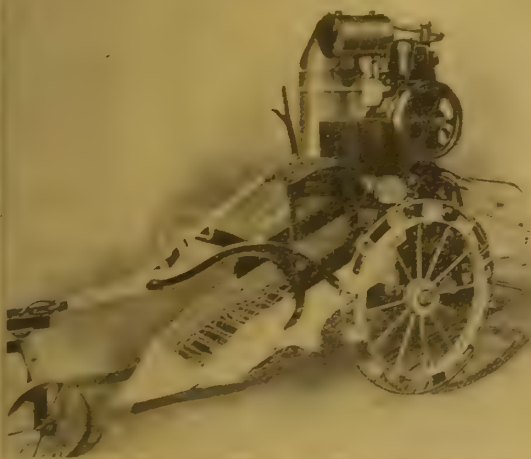
### Big Entertainment Features Have Been Provided

There will be something doing all the time. And after the serious affairs are concluded there will be opportunities to have a mighty good time among some mighty fine fellows.

The evening of December twelfth will be devoted entirely to a real entertainment provided by the Jobbers and Manufacturers Club of Oklahoma City. And we intend to celebrate some real constructive achievements.

**Manufacturers, Attention!** Plan to exhibit your lines at the convention. Let these live Oklahoma dealers know that you are backing them up. Help make 1919 a banner year in sales.

**Address Inquiries to Secretary W. B. Porch, 204 Indiana Building, OKLAHOMA CITY, OKLA.**



### Fairfield "Auto Type" Engine

**One-Fourth Weight of Old Type**

Over four horse power at a weight of 160 pounds. Suitable for any and all farm power. A Quality Engine.

**FAIRFIELD ENGINE CO.**

Fairfield, Iowa

*We Have An Attractive Dealer Offer*

United Dealers Always Make the Most Money

### UNITED SAWS "Sell Like Sixty"



Here they are; all styles—all sizes. Built right—priced right. Biggest saw frame season in history.

UNITED No. 24—Saws poles or cord wood. Has safety guard, balance wheel, pulley. Deeply mortised wood sections.

massive iron braces connect boxes. Handsomely finished. Covered by the famous UNITED GUARANTEE.



### Special Prices For Immediate Orders

While they last you can buy these super quality United Saw Blades at prices that will make you real money. All sizes—write for prices now.

Write for Prices on United Engines, Light Plants, Feed Mills.

**United Engine Co.** C. L. Sprinkle, Pres.

General Offices--Lansing, Mich.

Branches: Kansas City--Independence, Ia., Minneapolis--Albany, N. Y.





## PREPARE NOW for NEXT YEAR

Every indicator of the food situation points to the necessity of growing enormous crops next year.

Farmers know that an Oliver tractor plow enables them to prepare the seed bed in the right way for the production of a successful crop.

You know that a poor job of plowing condemns the sale of tractor outfits in your vicinity.

Obviously you should insist that Oliver plows must be a part of your tractor equipment.

**Oliver Chilled Plow Works**  
Plowmakers for the World  
Kansas City, Mo. Omaha, Neb.  
Dallas, Texas



### "WE MUST PUSH AHEAD, CONFIDENT OF SUCCESS"

(Continued from page 17)

At the opening of the Civil war the Bessemer process of making steel had not been discovered. Therefore common iron bars bore the same relationship to industry as common steel bars of today. In 1861 the price of common iron bars, f. o. b. Pittsburgh, was \$2.30 per hundred pounds. This price gradually increased until 1865, when it was \$5.30 per hundred pounds. In 1866 the price was \$5; in 1867, \$4.50, and in 1868, \$3.70. Three years after the war the price was \$1.20 higher than at the commencement of the war.

**Franco-Prussian War**—The price of foundry pig iron, f. o. b. Philadelphia, in 1870, was \$33.25; in 1871, \$35.12; in 1872, \$48.87—more than \$15 per ton higher nearly two years after the war closed than at its opening. In 1870 the price of common iron bars, f. o. b. Pittsburgh, was \$3.30; in 1871, \$3.40; in 1872, \$4.60. Nearly two years after the war closed the price was \$1.30 a hundred higher than at its opening.

### Authentic Wheat Figures.

**Civil War**—In 1861 the price of western wheat per bushel was \$1.38, f. o. b. New York. This price gradually advanced until 1865, when it sold for \$2.45 per bushel. In 1866 it was \$2.05 per bushel; in 1867, \$2.60, and in 1868, \$2.40.

**Franco-Prussian War**—In May, 1870, just before the Franco-Prussian war opened, the price of No. 1 northern wheat, f. o. b. Chicago, was \$1.13 per bushel; in May, 1871, \$1.20; in May, 1872, \$1.12.

Other commodities were affected in substantially the same way.

From this history it will be seen that after the two great wars referred to there was no immediate radical decline in prices; that during the period of rehabilitation, of readjustment, of getting into peace production, prices must necessarily remain high. Following this period, which usually lasts from two to three years, history shows that there is a general decline in prices extending over a period of years, its length depending largely upon the radical advance that has taken place during the time of war.

### History Usually Repeats.

It is probable that the history of the past will repeat itself in the period following the present war, and that we will see no substantial change in prices except a slight tendency downward, for two or three years yet to come.

It is quite possible that immediately following the signing of a treaty of peace, or perhaps during the period that will elapse between the armistice and the happening of that event, some demoralization will occur while industry is trying to find its way back from the activities of war to those of peace, but if such is the case it will only be temporary, for there can be no considerable reduction in the price of food as long as the demand exceeds the supply; there can be no reduction in wages while the cost of living remains as high as at present, and consequently no considerable reduction in the products of labor.

The authority of the War Industries

Board to regulate industry and the prices of commodities continues until the treaty of peace is finally signed. It has been the policy of this board, in the steel and iron field, to make price agreements quarterly with the industry. It is not to be anticipated that any radical changes will be permitted by the board. The President has indicated that legislation will be asked to continue the activities of this board for a period after the execution of the final treaty of peace, such period probably to be of sufficient duration to cover the reconstruction following the war.

### W. I. B. to Continue.

Mr. Baruch, chairman of that board, has said: "The War Industries Board will continue to exercise its functions until the peace treaty is signed, to the end that the readjustment of the matters upon which it has been acting may be made in as orderly a manner as possible. A committee named by the President has been and is now at work to devise the best mechanism of bringing about the adjustments from a war to a peace basis. The report of the committee may take the form of suggested legislation. The whole effect of the readjustment plans will be to the end of bringing about necessary changes with as little dislocation as possible, and the full opportunity for all to benefit, as in the past, by individual ingenuity, vision and fair dealing."

It would seem to me that all of these facts point toward even a more gradual readjustment following the war than has occurred in the wars of the past, and that anyone engaged in commerce would make a great mistake if he were to be influenced by prospective declines in prices to do other than control his business in a normal and logical way. The loss of profit which he would sustain by the slackening in trade that would follow such a policy would be much greater than any possible advantage to be gained through speculating upon the markets of the future. It is therefore clearly the duty of this industry to "carry on" in the usual way, to the end that a normal flow of machinery may proceed from the manufacturer to the dealer and the farmer, so that the latter may fully discharge his obligation to feed the peoples of the world, and incidentally, while doing so, greatly profit himself.

We have just won a great war. We are in the best financial position of any country on earth. We should look to the future with the greatest degree of optimism. No industry has so great an expectation of prosperity as that engaged in the production of food. We must push ahead, confident that our efforts will be rewarded and that the future has still greater things in store than the past.

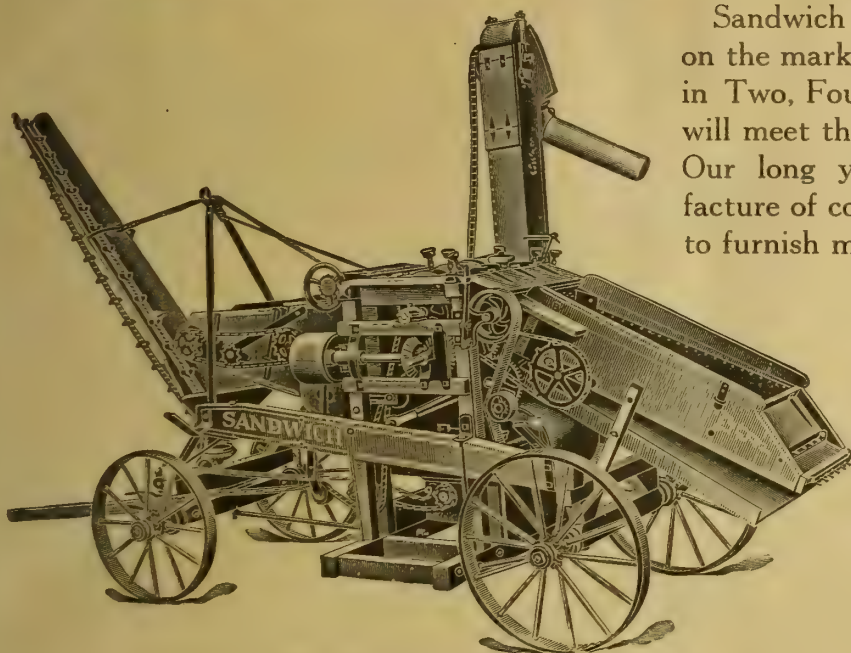
### INDUSTRY IS PREPARING FOR READJUSTMENT

(Continued from page 19)

ing to the signs of the times, chain makers are looking to receiving larger supplies of manufacturers' wire from which the lighter grades of chain are made, and also of wire rods from which the heavier grades are manufactured.



# POWER DRIVEN SANDWICH FARM MACHINERY



**Sandwich Six-Hole Mounted Belt Sheller.**

Machines equipped with right angle and belt hitches.

We can also furnish Sandwich geared shellers and horse powers.

The small cylinder sheller for use with farm tractor. Makes the farmer with the tractor independent of outside shelling help. Tractors developing 12 H.P. will run sheller to full capacity.

Parallel and right angle belt hitches; capacity 200 to 300 bu. per hour.

This machine is also made for snapped corn. Shells corn clean from the cob and cleans shelled corn perfectly. Drag feeders furnished when wanted.

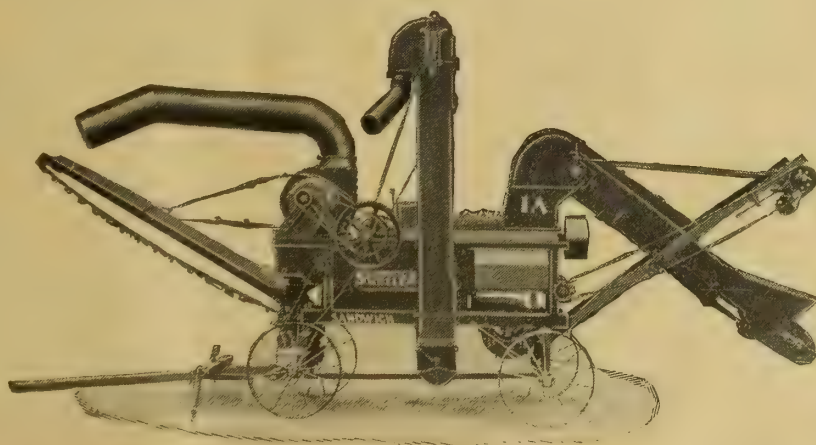
We also make larger cylinder shellers, capacity 800 to 1200 bu. per hour.

Sandwich Spring Corn Shellers have been on the market for over sixty years. Are built in Two, Four, Six and Eight-Hole sizes. They will meet the requirements of all sheller men. Our long years of experience in the manufacture of corn shellers have put us in position to furnish machines meeting every demand.

The frames of Sandwich shellers are constructed of selected Oak, securely mortised and pinned together.

Sandwich portable spring shellers range in capacity from 50 bu. to 600 bu. per hour.

Sandwich shellers are standard the world over.



**Sandwich 1-A Cylinder Corn Sheller.**

**SANDWICH MANUFACTURING CO., Sandwich, Illinois**

*Branches: Kansas City, Mo., Council Bluffs, Iowa, Cedar Rapids, Iowa, Peoria, Illinois.*





## Indications of Contracts

### Dealers Have Plenty of Corn Tools But Are Ordering Many Binders.

Kansas City, Mo., Nov. 23.—Discussion and interest among the distributors this past week centers chiefly in the progress made with the making of contracts. There is some tendency to hold back on contracts in the territories affected by crop failures last week, in other regions the salesmen say that they are finding the orders waiting.

There is practically no corn tool business in this territory, the jobbers say. Short crops last year left many tools in the dealers' hands and the great amount of land in wheat left a small acreage for corn this year. The binder business promises to be even better than last year, when record sales were made.

There is a big demand for straw spreaders and straw spreader attachments. The farmers apparently are making an effort to see that the wheat is not winter killed and is protected in every way by the straw against blowing and washing. The contracts contain good orders for wheel plows as well as tractor plows.

The wheat in Missouri and Kansas is in the very best of condition. In some sections the farmers are being advised to mow it. The wheat has grown rather tall and there is danger of winter freezing, authorities believe.

### New K. C. I., V. & H. C. Officers.

At the meeting of the Kansas City Implement, Vehicle and Hardware Club last Monday night at the Baltimore Hotel, which had been twice postponed on account of the epidemic and the armistice celebration, the following officers were elected:

William H. Grant, Bonniwell-Calvin Iron Co., president; Robert F. Crawford, Emerson-Brantingham Implement Co., first vice-president; E. J. Anderson, Avery Co., second vice-president; George F. Massey, Implement & Tractor Trade Journal, secretary and treasurer. Executive committee: Edwin Downs, A. A. Kramer, J. P. Smith, H. A. Faeth and Ralph W. Johnston.

S. B. Robertson paid high tribute to the memory of Lieut. John F. Richards, son of George B. Richards of the Richards & Conover Hardware Co., and Lieut. Carl C. Cramer, secretary of the Admiral Hay Press Co., both of whom had been killed in action in France. The club members stood for a moment of silent prayer for these soldiers who had paid the "last full measure of devotion."

M. J. Healey, the retiring president, spoke of the obligation resting upon everyone in business to act, think and talk in terms of optimism, for which there was every reason. Mr. Healey said that purchasing power was the gauge of demand and that the banks had a greater reserve than ever. It was his belief that wheat prices would rise if the Government regulation were withdrawn.

### K. C. Tractor Club to Meet.

The regular monthly meeting of the Kansas City Tractor Club will be held Monday evening, Dec. 2, at the Hotel Baltimore at 6:30 o'clock, according to an announcement made by Guy H. Hall, secretary of the club.

### D. C. Reeves Is Promoted.

D. C. Reeves, it has been announced, is to become Wallis tractor sales manager for the J. I. Case Plow Works at Racine, Wis. For the past two years Mr. Reeves has been manager of the tractor department of the local branch of the J. I. Case Plow Works.

Previous to his connection with the plow works he was a member of the firm of Hall Bros. & Reeves Motor Co. of this city. He was formerly an attorney, practicing in St. Louis and St. Joseph, Mo.

During the time that Mr. Reeves has been associated with the tractor business in this city he has been most active in the interests of the Kansas City Tractor Club, serving in various capacities



D. C. (CAL) REEVES

as a member of the show committee and board of directors. He was in charge of the interests of the J. I. Case Plow Works during the Salina National Tractor Demonstration.

### L. F. Garlock With E.-B.

L. F. Garlock, a special tractor man of the Emerson-Brantingham Implement Co., Rockford, Ill., is to make his headquarters in Kansas City. Mr. Garlock will travel in the Kansas City and St. Louis territories. He was formerly with the Maxwell Motor Co.

### R. R. McBride Leaves I. H. C.

R. R. McBride has resigned his position with the International Harvester Co. to take charge of the business of the firm of Cunningham Beckemeier Supply Co. at Norborne, Mo. Stanley Cunningham, owner of the company, died two weeks ago. Mr. McBride's resignation is effective Jan. 1.

Mr. McBride has been with the International Harvester Co. for the past fifteen years. He started in the collection department of the St. Louis branch as an office boy. Later he became a bookkeeper and then a traveling collector.

For several years he worked out of Springfield, Mo., as a blockman and

wagon salesman. Later he was appointed a general traveler on wagons out of the Chicago offices of the company. For the past three years he has been working out of the Kansas City house on the Chillicothe, Mo., block.

### In the City Last Week.

Frank Culbertson, sales manager for the International Harvester Co., and O. H. Browning, in charge of the motor truck department, were here from Chicago last week. They accompanied R. W. Johnston, local manager for the company, to Chillicothe for a quail dinner.

Capt. Earl L. Woods of the Motor Transport Corps, formerly with the J. I. Case Plow Works, Racine, Wis., spent one day last week with Grover C. Weyland, local manager for the Case company. Captain Woods was on his way to Fort Sam Houston.

### Didn't Inspire Confidence.

A banker was in the habit of wearing his hat a good deal during business hours, as in summer the flies used his bald pate for a parade ground, and in winter cold breezes swept over its polished surface.

A negro workman on the railroad each week presented a check and drew his wages, and one day, as he put his money into a greasy wallet, the banker said: "Look here, Mose, why don't you let some of that money stay in the bank and keep an account with us?"

The negro leaned toward him, and with a quizzical look at the derby the banker wore, answered confidentially: "Boss, I's afeared. You look like you was always ready to start somewheres." —Implement and Vehicle Record.

### Foolkiller Explains.

We addressed the foolkiller.

"Why do you go around killing people? Why should you kill a man merely because he is a fool?"

"I never kill a man until I hear him express the wish that he was dead. Then I try to gratify his wish. That's all." —Kansas City Journal.

### Unappreciated Consolation.

"Did any of your ancestors do anything to cause posterity to remember them?" asked the haughty woman.

"I reckon they did," replied the old farmer. "My grandfather put a mortgage on this place that ain't paid off yit." —Successful Farming.

"But, my dear madam," said the admiral, "it is hard to discuss these matters with one so unfamiliar with the terminology of the subject. You remind me of the young wife who was speaking to her brother about her volunteer husband:

"Isn't Jack just wonderful?" she said. "He's already been promoted to field marshal."

"From private to field marshal in two months? Impossible!" said the brother.

"Did I say field marshal?" murmured the young wife. "Well, perhaps it's court-martial. I know it's one or the other." —Youth's Companion.



# Neverslip & Lightfoot MONARCH TRACTORS

## Three Models

"Lightfoot" 10-6  
"Neverslip" 20-12  
"Neverslip" 30-18



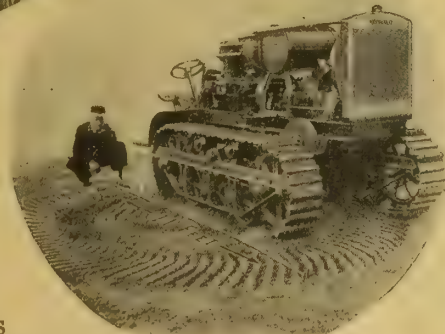
## Draw Bar Pull

1100 Pounds  
2200 Pounds  
3300 Pounds



## In Times of War Prepare for Peace

Along with other good news from the fighting front comes the good news



that Monarch Tractor construction is doing its part in winning the war.

This is good news for you—not only good fighting news, but your proof of Monarch value and performance in hard work. For three years the bulk of Monarch Tractors has gone to our Allies.

## Farm Crops Must Be Doubled

Backing up the fighting men are the farm men—raising bigger crops—tilling more acres. Monarch tractors are working for hundreds of farmers now—building better roads at lower cost—doing fall plowing and all other farm work. Spring plowing will soon be here. Monarch tractors will be ready to go to farmers with smoother operation—greater earning ability than any other tractor.

## Monarch Perfected Endless Belt Drive

The endless belt drive tractor is the practical tractor. Monarch Endless Belt Drive is practically indestructible. Where round wheel tractors stall or get mired, Monarch tractors keep going, delivering full draw bar pull, treading lighter than a man per square inch of ground, pulling all types of farm implements.

The full power of the motor is always delivered to the draw bar as full working power.

**HATHAWAY MOTOR COMPANY**  
Kansas City, Mo. Southwest Distributors  
**MONARCH TRACTOR CO., Watertown, Wis.**



## Dealers! Make Plans Now

Following the rousing times of war will come the piping times of peace. Prepare for them—get our proposition. We will deliver all we can—it should be enough to build the right kind of foundation for After-The-War Super-Demand.

Monarch tractor gives you the best looking creeper type tractor on the market. It gives you the tractor with the highest and best drive system.

Three sizes—the 10-6 for small farms; the 20-12 for larger farms; the 30-18 for the hardest tractor work, gives you a complete line to reach any prospect. Our prices are right for you to make easy sales and good profits. Our terms to dealers are right. Our proposition to you is open now. Act before it is too late.





**LEWIS VALVES**  
CAN'T BE BEAT  
The Lewis Steel Products Company  
4080 Detroit Ave.  
TOLEDO - - - OHIO

### THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year.

Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing.

We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws. Write AERMOTOR CO., 2500 Twelfth St., Chicago



### BE SURE YOU ARE SELLING THE CANNON OILERS

None genuine without this name stamped on side of can. Do not be deceived by cheap oilers made to resemble the CANNON.



The Genuine Cannon Pump Oiler is built of the best of material, including all brass valves, valve seats and valve springs; heavily reinforced body and bottom construction, and with ordinary care will last a life-time. Spout lengths 6 in. to 15 feet. **Two Types: Brass or Tin.** Insist on the Genuine Cannon Oiler for Economy, Safety, Convenience, Long Life.

Name Copyrighted. Original Patents Owned. All Rights Reserved. Manufactured Only By

**THE CANNON OILER COMPANY**  
Successor to R. E. BLOOMER,  
Keithsburg, Ill., U. S. A.  
Mfr's. The Original and Genuine  
"Cannon Oilers."

### OMAHA-COUNCIL BLUFFS



## Emphasize Early Ordering

### University Department Warns the Farmers of Probable Delay.

Omaha-Council Bluffs, Nov. 22—There are those who believe that the survey of farm machinery with a view to ordering needed repairs early, should not even be delayed until spring, but should be taken care of this fall. The agricultural engineering department of the University of Nebraska is urging that farmers make an inventory of their machinery before the first of the year and order new parts and any new machinery that may be needed, before spring. The department points out that it might be three months before orders can be filled.

### Fear Too Much Growth of Wheat.

Winter wheat has made such an exceptional growth in this territory this fall, since the rains, and on account of the continued warm weather, that farmers are afraid it may make even too much growth before frost overtakes it. C. E. Gallagher of Coleridge, ex-president of the Mid-West Retail Implement Dealers' Association, says winter wheat in his section of the state is growing so tall that there is immediate danger of it developing joints unless cold weather stops the growth very soon.

### Potato Machinery Goes Ahead.

Potato diggers are becoming quite popular in Grant County, Nebraska. This county reports one of the largest yields of potatoes in the state this year. A single patch of 1 1/4 acres is said to have yielded 750 bushels.

Manufacturers and distributors of potato planting and harvesting machinery, which has for some years steadily grown more popular in Nebraska, are expressing satisfaction at the attitude Federal Food Administrator Wattles for Nebraska is showing toward the Nebraska potato.

Potato machinery was popular in Colorado, implement men say, long before it came into use in Nebraska, as Colorado was considered more of a potato state. Food Administrator Wattles, now after an exhaustive investigation, has spiked the slander that has long stood against the Nebraska potato. Mr. Wattles declares it the equal of any, and he urges in his bulletins that Nebraskans consume Nebraska-grown potatoes in preference to others and thereby avoid duplication of transportation.

### Automobile Show Possible.

Omaha automobile men have suddenly revived their interest in the possibil-

ity of an automobile show, since the Government has tentatively announced a 75 percent production allowance for the automobile factories. Manager Clarke G. Powell of the Omaha Automobile Trade Association is taking steps to get the automobile men together in regard to holding a show, and he says it is his opinion that a show will do a great deal toward reviving interest in the automobile industry and toward assuring the motor-buying public that the industry will be back to normal in a very short time.

Many women assisted in the corn husking in the northern part of the state this fall.

The tenth annual convention of the Nebraska Farm Congress is to be held at Hotel Castle, Omaha, Dec. 17, 18, 19.

Implement dealers in Omaha during the week for the convention say that an exceptionally large number of silos were sold this year, and that several times the usual quantity of corn was cut for fodder.

Dealers in hay tools are urging the importance of farmers being well equipped with this machinery to give their hay crop the best possible attention in view of its high value. A wholesale hay dealer at Hastings, which is in the hay country, recently quoted No. 1 choice alfalfa at \$34 per ton.

### The Editor's Appeal.

In this kind of weather approximately so many typographical errors on the editorial page seem unavoidable and essential and all we ask of our esteemed and perspiring proofreaders is that they put as many as possible of the irreducible minimum in the extracts from valued contemporaries and as few as possible in the original work, if any.—Ohio State Journal.

### Fills the Bill.

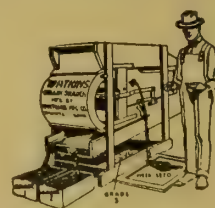
"This motion picture star has a lion cub for a pet."

"That beats a poodle, doesn't it?"

"I presume so."

"Or a monkey?"

"Oh, yes. But she doesn't need a monkey for a pet. Have you ever seen her husband?"—Birmingham Age-Herald.



### Watkins Grain Grader

Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

**Large Capacity**

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

**Watkins Mfg. Co.** 247 E. 1st St.



**OUR HOBBY**

price is right. We can  
promptly. Send us your Mail Orders.

**STOWE**  
KANSAS CITY



# Motor Car and Accessory Directory

## Dealers to Get Repair Parts.

Manufacturers will be permitted to sell parts for the repair and maintenance of passenger cars to dealers and jobbers, despite the recent request made of the electrical and ball bearing manufacturers to sell their products to essential customers only. This announcement was made by the War Industries Board after a recent conference with members of the automobile industry.

A request was made for priority in the allotment of materials for use in the manufacture of repair parts for passenger cars. This request the board declared it would prefer to take up at a later date, but stated this would be before Jan. 1.

## Ban Off Automobile Shows.

The ban on automobile shows has been lifted, according to a statement sent by the War Industries Board to E. E. Peake, president of the National Association of Automobile Show Managers. Plans for shows all over the country next year will go ahead as usual. A meeting of show managers will take place in Cleveland, O., Nov. 27-28, to promote plans.

The first automobile insurance company in this country was started in New York City. This was in 1899.

## RAPID RETURN TO NORMAL

Automobile Manufacturers See Great Business Era Ahead as Restrictions Are Removed.

By the first of the year most restrictions will have been removed and the automobile industry will be rapidly returning to its normal basis, is the belief of the automobile men of the country.

The same order of the War Industries Board following the signing of the armistice, which announced the increase in the production allowed the tractor manufacturers, brought to the manufacturers of passenger cars the news that they will be permitted to produce 75 percent of their total production in the last seven weeks of 1917 during the last seven weeks of this year. Motor truck manufacturers are allowed 100 percent production for the remainder of the year. Motorcycle manufacturers are allowed 87½ percent production and tire manufacturers 75 per cent. The present rules, regulations and conservation measures ordered by the Conservation Division of the Board for the time being remain in force.

With the lessening in restrictions automobile men are going ahead with expansive business plans and are anticipating an era of unlimited development in their industry.

The first public garage of record, where motor cars could be stored, repaired or rented, was opened in Boston, Mass., early in the spring of 1899.—Chevrolet Review.

The first automobile club was started in Chicago in 1895.

The 1918  
Cooperative  
Tractor Catalog  
Will be Extremely  
Valuable to Every  
Dealer Interested  
in Tractors and  
Accessories.  
Free With a  
Years Subscription  
to the Implement & Tractor  
Trade Journal

## Bonniwell-Calvin Iron Co.

KANSAS CITY, MO.

Jobbers of Auto Accessories

Write for Catalog

## INTER-STATE

TOURING CARS AND ROADSTERS

Western Motor Company

502 Firestone Bldg. Kansas City, Mo.

Write for Dealers' Proposition

## Blish, Mize & Silliman Hdw. Co.

Atchison, Kansas

Automobile and Garage Accessories

DISTRIBUTORS OF McGRAW AND  
HARTFORD TIRES



Pioneer Jobbers  
in the Automobile  
Accessory Line

Wyeth Hdw. & Mfg. Co.

St. Joseph, Mo., U. S. A.

## Tractor, Automobile, Gas Engine

# ACCESSORIES

Write on Your Business  
Stationery for Catalog

THE  
**Campbell**  
Iron Company

839 CASS AVE.

ST. LOUIS

## OAKLAND

SENSIBLE SIX

Model 34B, Sensible Six

Touring car and Roadster	\$1285.00
4 Passenger Coupe	1860.00
5 Passenger Unit Body	
Sedan	1860.00

**Oakland Motor Car Co.**

1521-23 McGee Street  
KANSAS CITY, MO.

**AUBURN** 6-39 \$1085  
6-44 \$1535

CHUMYS & TOURINGS

"The Most for the Money"

PEERLESS LIGHT \$1890.00  
ALL THAT THE NAME IMPLIES

**GRIDLEY MOTOR CO.**

1624-26 Grand Ave., Kansas City, Mo.  
NEW LOCATION announced later.

## Butler Folding Truck Bodies



FOR FORDS AND CHEVROLETS  
**BUTLER**  
Fold Up When Not In Use.

THE Butler Folding Truck Body changes your roadster into an efficient, light delivery truck almost instantly. Simply unfold and its ready for a load. Your car resumes its regular roadster appearance when a truck body is not needed. Advertising marks fold up out of sight. Well built of heavy steel; all seams welded. Low in price, neat and attractive. Ask your dealer or write for descriptive circular and price.

**BUTLER MANUFACTURING CO.**  
1326 Grand Ave. 900 Sixth Ave. S. E.  
Kansas City, Mo. Minneapolis, Minn.  
We also make permanent truck bodies for all cars.  
Air compressor outfit, gasoline and oil storage outfit. Ask for bulletins.





## Plow Season Is Closing

### Demand Is Good for Power Machinery and Usual Cold Weather Lines.

Minneapolis, Minn., Nov. 21.—It is getting rather late into the season for much more work to be done and orders for plows are falling off somewhat. It is surprising that they have held up as long as they have, for the season is likely to close at any time. Regular cold weather lines are in good demand. Feed cutters are selling freely, but are somewhat

scarce. Feed grinders are moving well. Power machinery is in good request. Orders for next spring delivery have been coming along very well.

### Hope for Freight Improvement.

The end of the war ought to release the pressure upon the railroads for moving Government supplies, and thereby greatly improve commercial traffic. This is a change which will be most grateful to shippers. They have endured the conditions, as a war necessity, but they will be most anxious for better service as soon as possible. It is quite likely that there will be an early request for improved service, if there is not an early change for the better.

### Collections Show a Lull.

Collections have been coming along very well up to a few days ago, when

they fell off. This is probably a temporary condition following the election and the end of the war, which have distracted people so that they have not paid so much attention to matters of business. It is expected that collections will clean up closer than ever this fall, because of the high values of grains, early marketing and general tendency to pay up as far as possible.

It is practically assured that the automobile show will be held in Minneapolis the coming winter, as a result of the end of the war.

E. J. Benedict, from the branch house at Regina, Sask., has been made assistant manager for the house of the Emerson-Brantingham Implement Co., in Minneapolis.

E. G. Palmer, jobbing sales manager for the Anker-Holth Mfg. Co., Port Huron, Mich., has been spending two weeks in this territory, assisting the salesmen of Lindsay Bros. Co. on the sales of their cream separators.

The Western Grain & Coal Co., Winona, Minn., has arranged to add a full line of implements. Mr. Beck, manager of the company, was in Minneapolis, last week, arranging for the Janesville line of plows. They will handle the full International line.

W. C. Warren, who has been assistant manager for the J. I. Case Plow Works in the Minneapolis house for some years, has resigned to become associated as division sales manager for the Giltner Implement Co. He will have charge of North Dakota, Montana and Manitoba, for Winnipeg and the west.

# Bennett KEROSENE CARBURETOR

## Nothing Succeeds Like Success

FOR seven years, the Bennett Kerosene Carburetor has been quietly building success for tractor manufacturers. Today the tractors equipped with the Bennett set the standard up to which all others must measure.

The tractor buyer demands the economy, power and simplicity of operation of the legitimate kerosene tractor. The gasoline tractor with a kerosene attachment or a makeshift carburetor cannot satisfy him. He demands the genuine kerosene tractor equipped with a kerosene engine and a kerosene carburetor.

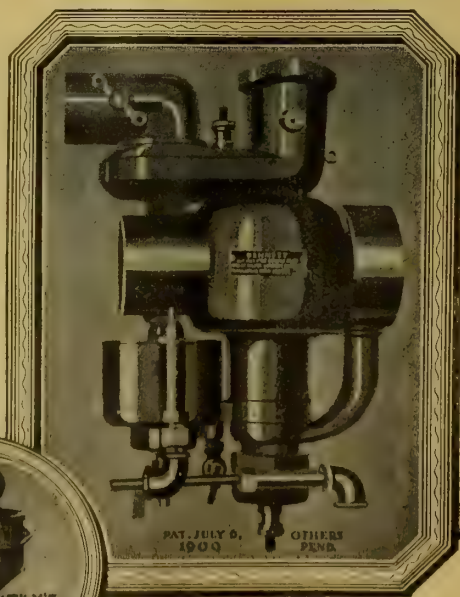
The name "Bennett" upon the carburetor of his tractor, is the tractor buyer's warrant of satisfactory kerosene operation.

Tractor manufacturers realize the confidence the buyer has in the Bennett Kerosene Carburetor. They realize that it is the only kerosene carburetor which has solved the problem of successful kerosene carburetion.

Tractor manufacturers used 15,000 Bennett Kerosene Carburetors last year. This year they are calling for twice that number. Nothing succeeds like success.

### Bennett Carburetor Air Cleaner

The Bennett Carburetor Air Cleaner is now a necessity. Tractor manufacturers have learned from experience the destructive effect of dust on their machines. 40,000 more Bennett Carburetor Air Cleaners go into use in 1918. Write for information.



**WILCOX-BENNETT**  
**CARBURETOR CO.**  
Specialists in Kerosene  
Carburetors  
*Minneapolis*



The Bennett

Carburetor Air Cleaner

## AMONG THE DEALERS

### Missouri.

Sarcoux—Davis-Chapell Hardware Co. of Monett, Mo., recently succeeded Sarcoux Supply Co. in the implement and hardware business and also purchased the hardware stock of O. H. Earnest.

### Nebraska.

Arapahoe—A. Benjamin, an implement firm, has been incorporated with a capital of \$25,000.

### North Dakota.

Lisbon—Independent Implement Co. will close out its implement business.

### South Dakota.

Irene.—Hartwell Hardware Co. has been incorporated with a capital of \$25,000 by H. P. Hartwell, Irene M. Hartwell and Warner G. Hartwell. The stock includes heavy farm implements, gasoline engines, cream separators and washing machines.

### Texas.

Denton—Harris & Bentley Hardware Co. is successor to T. W. Leverett. Catalogs requested on implements.

Prosper.—H. W. Bates will close out his implement, hardware, furniture and undertaking business.

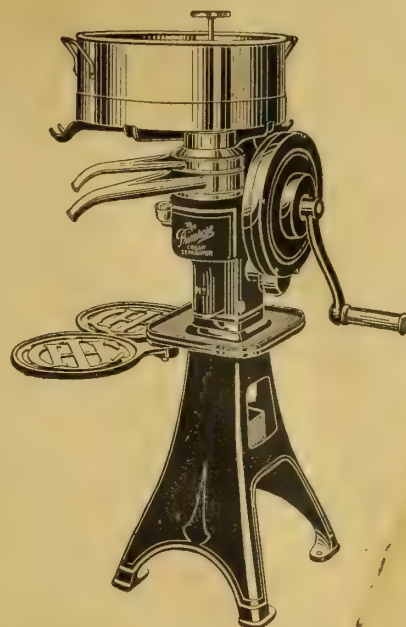
Burkburnett.—Walling Bros. succeeded Lipscomb & Davis in the implement and hardware business.

### Wyoming.

Manville—Austin Elquest Slack Co. has engaged in the implement and hardware business. Catalogs requested.



# Tie to this Line of Cream Separators



It is not enough to build a cream separator that will skim close when new; almost any separator will do that.

What every farmer and dairyman needs is a separator that will last a long time, and skim close as long as it lasts.

That's why it pays to investigate the construction of the separator you sell—why it pays to sell a separator built and backed by a Company that always stands responsible for the work of its machines.

Lily and Primrose separators leave barely a trace of cream in the skim milk.

The adjustments required are so few and simple, and the construction of the machines is of such high grade in all details that the user need never waste any cream as long as his Lily or Primrose separator is in working order.

The same construction and simple adjustments make it possible to keep a Lily or Primrose separator in working order, skimming as closely as when new, for many years.

Furthermore, no Company has better service facilities for dealer or farmer, and none will make greater effort to keep dealers satisfied with volume of sales, or farmers satisfied with the lasting qualities and work of their machines.

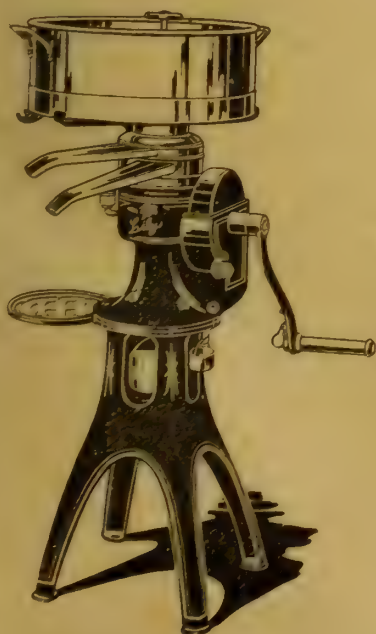
Think it over. No matter what cream separator you may be selling, here is a line that will prove more satisfactory and more profitable the longer you sell it.

**International Harvester Company of America**

(Incorporated)

CHICAGO

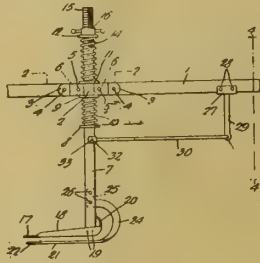
U S A



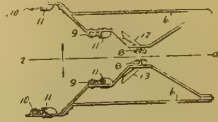


# Implement and Tractor Patents Issued September 17, 1918

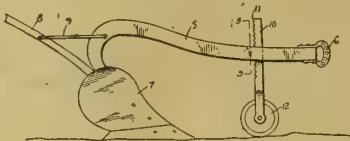
1,280,156. BEET-TOPPER. JOHN H. CAMPBELL, Logan, Utah. Filed Mar. 19, 1917. Serial No. 155,852. Renewed Aug. 9, 1918. Serial No. 249,174. (Cl. 55-107.)



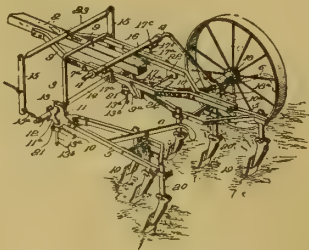
1,280,164. CULTIVATOR-BLADE. SAMUEL CLEMENS, Hennepin, Ill. Filed Feb. 5, 1917. Serial No. 146,735. (Cl. 97-11.)



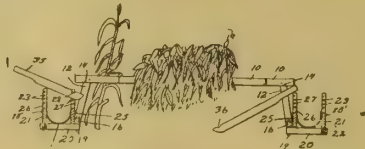
1,280,271. PLOW ATTACHMENT. ABRAHAM MOLL, Williamson, N. Y. Filed Oct. 19, 1917. Serial No. 197,479. (Cl. 97-14.)



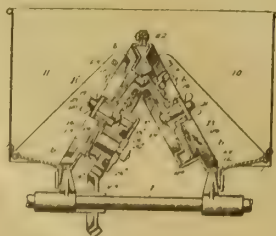
1,280,353. CULTIVATOR. JOHN M. WRIGHT, Brainard, Nebr., assignor to Dempster Mill Manufacturing Company, Beatrice, Nebr., a Corporation of Nebraska. Filed May 15, 1917. Serial No. 168,773. (Cl. 97-35.)



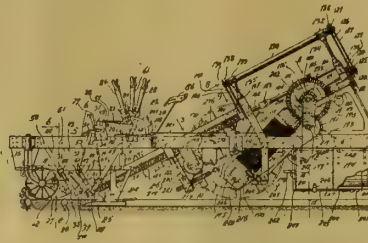
1,280,378. FODDER-SHOCKER. JOSEPH BLANKENBERGER, Poseyville, Ind. Filed May 7, 1917. Serial No. 167,048. (Cl. 100-31.)



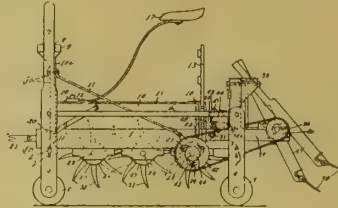
1,280,546. SEED-HOPPER. CHARLES T. RAY, Louisville, Ky., assignor to B. F. Avery & Sons, Louisville, Ky., a Corporation of Kentucky. Filed Oct. 11, 1917. Serial No. 195,996. (Cl. 221-122.)



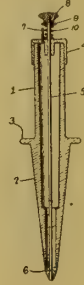
1,280,207. BEET-HARVESTER. FREDERICK E. GLAZE, Denver, Colo., assignor of one-half to J. M. Denning, Denver, Colo. Filed May 8, 1915. Serial No. 28,732. (Cl. 55-9.)



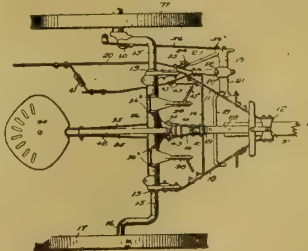
1,280,231. QUACK-GRASS DESTROYER. ALFRED L. JOHNSON, Boardman, Wis. Filed Apr. 11, 1918. Serial No. 227,964. (Cl. 55-11.)



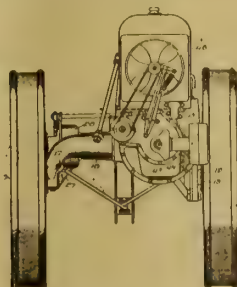
1,280,329. PLANTER. AARON E. SWANBERG, Cass Lake, Minn. Filed Feb. 16, 1918. Serial No. 217,609. (Cl. 111-95.)



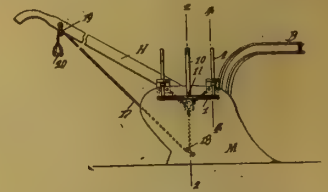
1,280,545. CULTIVATOR. CHARLES T. RAY, Louisville, Ky., assignor to B. F. Avery & Sons, Louisville, Ky., a Corporation of Kentucky. Filed Oct. 9, 1917. Serial No. 195,572. (Cl. 97-35.)



1,280,436. FRAME FOR TRACTORS. TRUMAN B. FUNK, Moline, Ill., assignor to Moline Plow Company, Moline, Ill., a Corporation of Illinois. Filed June 5, 1917. Serial No. 173,016. (Cl. 180-54.)



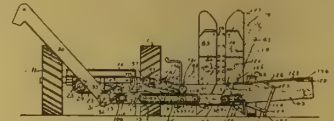
1,280,206. PLOW-SCRAPER. THEODORE W. GLASSEY, Wallawa, Oreg. Filed Apr. 10, 1918. Serial No. 227,771. (Cl. 97-3.)



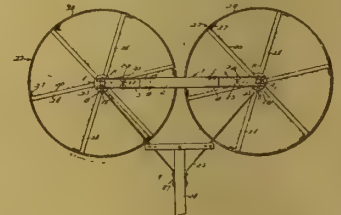
1,280,196. RENEWAL-POINT FOR WORN PLOW SHARES. CARL JOHN EDWARDSSEN, Stratford, S. D. Filed May 5, 1917. Serial No. 166,671. (Cl. 97-22.)



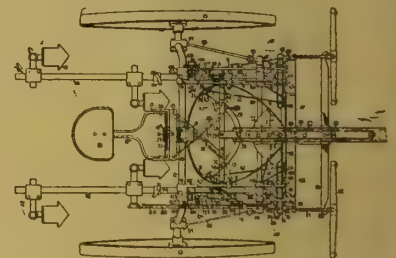
1,280,211. FEEDER FOR ENSILAGE-CUTTERS. CARL C. GRAY, Wapakoneta, Ohio. Original application filed May 31, 1917, Serial No. 172,033. Divided and this application filed Nov. 14, 1917. Serial No. 201,953. (Cl. 193-14.)



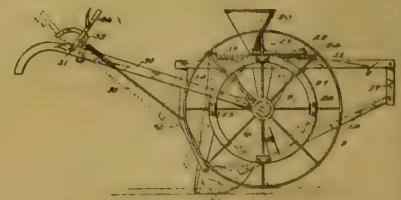
1,280,361. ROTARY HARROW. JOHN HENRY ALLEN, North Yakima, Wash. Filed Aug. 16, 1917. Serial No. 186,576. (Cl. 55-20.)



1,280,610. CULTIVATOR. WILLIAM J. WILSON, Buckholts, Tex. Filed Aug. 13, 1917. Serial No. 185,909. (Cl. 97-35.)



1,280,468. SEED-PLANTER. WILLIAM A. HICKS, Chlicothe, Ill. Filed Mar. 21, 1918. Serial No. 223,699. (Cl. 275-9.)





## ANSWERS

### This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

#### No. 1207 for Drill.

C. F. EBERLE & CO., Deere Creek, Okla.: We find No. 1207 to be a plunger for the rigid lifting lever on the Farmers' Favorite drill, and believe this is the one you wish in place of Farmers' Friend drill. Repairs can be secured for this drill from the Janesville Machine Co., Kansas City, Mo.

#### A 368 for Kingman Harrow.

H. B. GORDON, Oak Hill, Kan.: The Kingman Plow Co. formerly made a harrow that had a part No. A 368, but their repair list does not show this now. The

Martin & Kennedy Co., of Kansas City, Mo., can supply repairs for Kingman harrows.

#### A114 for Mower.

OTTO BRANDT, San Diego, Tex.: A114 is a spur gear, with 67 teeth, for a Keystone mower made by the International Harvester Co., Chicago, Ill. Repairs can be obtained from the Texas Harvester Co., Dallas, Tex.

#### Repairs for Ford Tractor.

W. J. HANSEN & SONS, Ray, N. D.: The Ford Tractor Co., formerly of Minneapolis, is now out of business and we do not know of any place where repairs for their tractors can be obtained.

#### A1031 and A1036 for Harrow.

HIGGINBOTHAM BROTHERS & CO., Gorman, Tex.: A1031 is a tooth holder and A1036 is a lever bar socket for a harrow made by the Kingman Plow Co. The Martin & Kennedy Co., Kansas City, Mo., can supply these repairs.

#### Red Jacket 3-Way Pump.

W. H. FOUTCH, Lupsic, Ind.: The Red Jacket 3-way pump is not handled in Kansas City, but can be obtained from the Red Jacket Mfg. Co., Davenport, Ia.

#### Small Refrigerating Plants.

W. M. WEAVER, Selma, Ala.: Small refrigerating plants for ice cream makers can be obtained from the United States Iron Works Co., Kansas City, Mo.

#### CB8 for Plow.

G. P. BRANDT, Harlingen, Tex.: CB8 is a share for a plow made by the South Bend Chilled Plow Co., South Bend, Ind. Your order has been forwarded to the South Bend Chilled Plow Co., Kansas City, Mo.

#### Detroit Gasoline Engines.

T. G. CARTER & SON, Windsor, Mo.: The Detroit gasoline engines are made by the Detroit Engine Works, Detroit, Mich.

#### P914 for Disk Harrow.

OLSON & BAHR, Gridley, Kan.: P914 is the right standard and bearing for a disk harrow made by the International Harvester Co., Chicago, Ill. Your order has been sent to the International Harvester Co., Kansas City, Mo.

#### Ideal Hog Waterer.

H. A. PRICE & CO., Everest, Kan.: The Ideal hog waterer, which is heated by a lamp, is made by the National Mfg. Co., Des Moines, Ia.

#### E114 for Feed Grinder.

BROADWATER LUMBER CO., Broadwater, Neb.: E114 is a fine outside burr for a feed mill made by the Dain Mfg. Co., Ottumwa, Ia. Repairs can be obtained from the John Deere Plow Co., Omaha, Neb.

#### P75 for Potato Digger.

LECHTENBERG & KLEIN, Templeton, Ia.: P75 is the forward angle supporting the idler for the vine elevator chain on a potato digger made by the Hoover Mfg. Co., Avery, O., where repairs can be obtained.

#### 0330 for Hay Rake.

STORK IMPLEMENT CO., Paxico, Kan.: 0330 is a head tie for a hay rake made by the Deere & Mansur Works, Moline, Ill. Repairs can be furnished by the John Deere Plow Co., Kansas City, Mo.

#### D229 and D230 for Disk Harrow.

A. R. QUIGG, Elk City, Kan.: D229 and D230 are the upper and the lower bearing boxes for a disk harrow made by the Ohio Rake Co., Dayton, O. Your order has been forwarded to the B. F. Avery & Sons Plow Co., Kansas City, Mo.

#### WHO KNOWS ABOUT THIS?

C. F. EBERLE & CO., Deere Creek, Okla., asks who makes the Quick and Easy washing machine. Some of the casting numbers are 96, 97 and 98.

## Malleable Iron Castings

QUALITY AND SERVICE

JAMES F. WALSH

32 N. Clinton St.

Chicago, Ill.

## CULLMAN SPROCKETS

AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver-Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand. Catalog

CULLMAN WHEEL CO.

1347 Altgeld Street, CHICAGO



**S-M-C**  
Trade Mark, Reg. U. S. Pat. Office

## ASBESTOS BRAKE LINING

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.

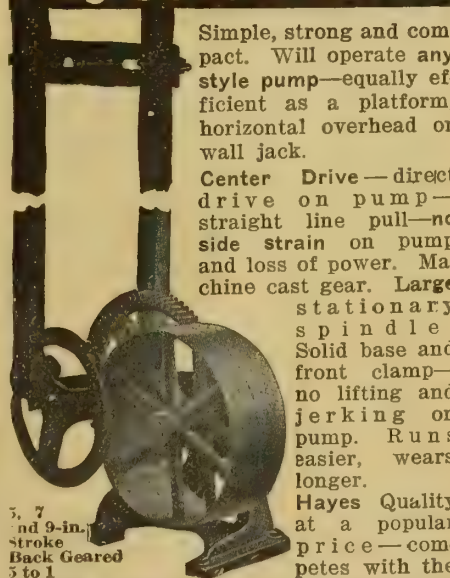
We can make any width up to 6 ins.

STAYBESTOS MFG. CO.

5549 Lena St.

Philadelphia

## Hayes CENTER-DRIVE PUMP JACK No. 2



Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle.

Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the

5, 7 and 9-in. Stroke Back Geared 3 to 1  
cheapest jack—special features unequalled at any price—the one compelling pump jack value. You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

HAYES PUMP & PLANTER CO., Galva, Ill.

## Sheet Metal Stampings

Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding. Estimates cheerfully furnished on your requirements

The Bossert  
Corporation  
UTICA, N. Y.



Showing Spring without Load

## New Harvey Bolster Spring

Patented February 1, 1916

Write for description of these wonderful New Bolster Springs. Made like finest auto springs; they ride easy with a light load and raise the box but a few inches. A trial order will convince you of their superiority.

HARVEY SPRING & FORGING CO.

Manufacturers of Vehicle Springs  
RACINE - Box 46 - WISCONSIN



Showing Spring with Load



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## He Had It Explained.

An Irishman who was rather too fond of strong drink was asked by the parish priest:

"My son, how do you expect to get into heaven?"

The Irishman replied, "Sure, and that's aisy. When I get to the gates of heaven I'll open the door and shut the door, and open the door and shut the door, an' keep on doin' that till St. Peter gets impatient and says, 'For goodness sake, Mike, either come in or stay out.'—Successful Farming.

## A Strong Provider.

"Is your husband much of a provider, Malindy?"

"He jes' ain't nothin' else, ma'am. He gwine to git some money providin' he go to work; he go to work providin' de job suits him. I never see such a providin' man in all mah days."—Implement and Vehicle Record.

## Good Reason.

He—"And—er—why do you want to get a divorce?"

She—"Because I'm married, of course."—Montreal Star.

## A COMMON TIE



Hector, the Pup: The Quartermaster's Department has my sympathy. I know what it is to feed an army.—Life.

## Nobody Gwine.

The teacher was a little shocked when one of her colored pupils announced, "I ain't gwine down dar." She tried to explain to him the use of the word "going" and in her explanation gave in part the conjugation of the verb—"first person, I am not going; second person, you are not going; third person, he is not going," etc. Just when she thought she had made it plain to the colored lad, imagine her consternation when he asked, "Teacher, ain't nobody gwine?"—Successful Farming.

## Reducing His Conceit.

"My boy, Runt, has sorter got his comb cut lately," admitted Mr. Gap Johnson, of Rumpus Ridge, Ark. "He has been strutting round right smart of late, flattering himself that he had progressed so fur along life's pathway that about all he needed to make him a man was whiskers. But tuther day, when he overheard a motorist, whose car had broken down in front of the house yur, swearing as he hammered and tinkered, Runt found out how durn little he really knowed. He's been mighty nigh sick ever since."

## An Occasion.

"Where is your 8-year-old son going? He looks as important as a tree full of owls."

"He feels important. His kindergarten class is holding a reunion of its alumni."—Kansas City Journal.

## Alas! Too Late!

Beggar—"Please, sir, I've a sick wife—could you help me out?"

Passerby—"I can give you a job next week."

Beggar—"Too late! She'll be able to go to work herself by then."—Eastern Dealer.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—Cheap, four new Staude Make-a-Tractor for Ford cars. Write P. R. Carlin, Spalding, Neb. 11-9-4t

**Wagons for Sale**—Weber wagons. Have a number of standard size Weber wagons to close out at \$120 each (f. o. b. Central Branch, Missouri Pacific town (less 5 per cent ten days. Address "Bargains," care Implement & Tractor Trade Journal. 11-16-2t

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

## POSITIONS WANTED.

**Wanted**—Position by man 37 years old with 12 years' experience in hardware and implements. Address "P. W.," Implement and Tractor Trade Journal. 11-23-2t

**Position Wanted**—As branch house manager for tractor, thresher or implement company. Can deliver the goods in that capacity—twenty-five years experience. Address R. J., care Implement & Tractor Trade Journal. 11-9-2t

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

**Position Wanted**—First class implement and tractor salesman to go into any territory where representation is needed. Can

deliver the goods. Have had nine years of road experience in sales and settlements. Can hit the trail at once. Address Implement & Tractor Trade Journal. 11-9-3t

**Position Wanted**—Tractor salesman experienced in all phases of the work from territorial distribution down to the retail end, is open for engagement with progressive manufacturer who desires to increase distribution with established accounts in addition to opening up new accounts. Address "M," Implement & Tractor Trade Journal, Woodman Building, Omaha, Neb. 11-2-3t

## HELP WANTED.

**Wanted**—A side line salesman to sell a high-class light weight binder and all purpose engine on liberal commission with commission on all orders from territory covered by salesman. Address Fairfield Engine Co., Fairfield, Ia. tf

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Real Salesman Wanted**—Old line Threshing Machine company desires to get in touch with real salesmen. Mighty good opportunity to tie up to a permanent job with possibilities limited only by employee's ability. Give all facts in first letter. Address W. R. S., Implement and Tractor Trade Journal. tf

**Wanted**—Experienced man for retail hardware and implement store in small town in Iowa. Prefer a man with knowledge of tractors and one exempt from the draft or with deferred classification. To a man that can deliver the goods will pay a good salary. Address "I W," care Implement & Tractor Trade Journal. 11-9-2t

**Three Experts Wanted Immediately**—Men with high grade mechanical ability in motor mechanic and tractor lines, capable of putting up a good job and in supervising departments training men who may be called into Government service. Such men of leadership and ability who measure up to the standards of war service will be considered for responsible positions drawing good salaries and where their abilities will be in the limelight and quickly recognized. Will appreciate assistance of any manufacturers who can direct such men to apply. State full particulars and experience in first letter. Address "H. G.," Implement & Tractor Trade Journal. tf

## MISCELLANEOUS.

**Manufacturer's Agency Wanted**—We wish to represent the following lines: gas and oil engines, tractors, dairy machinery, refrigerating machines, feed-mills, corn shellers, huskers, shredders, pumping outfits, tanks and towers. Also a good salesman and erector on the above lines. Box 514, Selma, Ala. 11-9-3t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf



Published Weekly  
Implement Trade Journal Co.

Kansas City U. S. A.

Carl W. Hertel, President  
Fred Milburn, Vice-Pres.-Treas.  
Geo. F. Massey, Secretary  
Hal H. Clark, Advertising Director

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Frank M. Dampman, Mgr.

OMAHA

KANSAS CITY

MINNEAPOLIS

## Making the Most of the Rainfall

**M**ANY sections of the West are subject to drouth, and while you cannot control the weather, you can do much toward controlling the effects of unfavorable weather and this after all is what bothers you—the effects and not the causes. Just stop for a moment and consider what has already been done, and see if the last step also, does not offer hope for overcoming some of the vagaries of our climate.

You know how much safer an early-ripening variety of wheat is than one ripening even five or six days later. At the latter end of the growing sea-

By Sidney B. Haskell and J. W. Henceroth

son, where water must be stored during a season of plenty or a season of shortage. The use of these tools has increased the productive power of our often deficient rainfall. Even more important than this is better and more timely tillage. At the Kansas Agricultural Experiment Station plowing seven inches deep, the middle of July, has given an average wheat crop of 22 bushels per acre.

On the other hand merely disking at

and better crops has also increased the drain on the plant food of the soil. There is no soil that can permanently stand up in fertility under a system which makes no return or does not properly balance the plantfood taken away by the crops.

Western soils are no exception to this universal rule. The last step in making better use of our rainfall—yes, and of our soil also, and of the seed which we buy, and the labor and energy which we expend in growing the crop—must be to care for the fertility factor; to give the plant enough food, of the right kind, and at the right



BECAUSE PROPER METHODS WERE USED, THERE ARE NO SIGNS OF PLANT FOOD DEPLETION IN THIS WESTERN WHEAT FIELD

son every day counts. When the hot winds come the crop stops growing then and there, and if the seed is not filled out it never will be. If the crop is not almost ready for the harvester it will never make the quality yield so much desired by all grain farmers. Everybody knows all this, and everybody tries to grow the early ripening varieties. But, do you realize that to get these early varieties the very ends of the earth were searched by the plant breeder, so as to get the best varieties and the best possible basis on which to work? What he has done has really been to develop ways and means of using our rainfall to better advantage—of making every inch produce more bushels of crop than it did before.

Implement manufacturers are also doing their part by developing tools and machinery especially designed for use in the drier sections of the coun-

try, where water must be stored during a season of plenty or a season of shortage. The use of these tools has increased the productive power of our often deficient rainfall. Even more important than this is better and more timely tillage. At the Kansas Agricultural Experiment Station plowing seven inches deep, the middle of July, has given an average wheat crop of 22 bushels per acre.

Despite our better varieties, better tools, and better tillage practices, really bumper crops are now not as common as formerly—and it takes more work to grow them than it once did. Our soils are not as responsive as they once were. This is the same thing as saying that our rainfall does not make as much wheat as it did in the early days. The trouble here, however, is partly in the soil. Everything that in the past generation has led to larger

time, to enable it to really grow during that time of the year when Nature meant that it should grow. For the grain crops this time is before the hot winds come that suck from the crop and soil the available moisture.

Plantfood, the biggest factor in producing good crops, is furnished by stock manure, green crops and commercial fertilizers. These plantfoods hasten growth. When wheat is sown late they give it a quick and vigorous start. If sowing is delayed because of drouth, as it sometimes is, or because labor is scarce, or because of fear of Hessian fly ravages, commercial fertilizers will more than make up the difference just by giving the plant something to feed upon while it is getting a root hold, and developing top enough to live over winter. Next spring the same fertilizer starts early spring growth, and ripens the crop



from five to seven days ahead of grain not fertilized. It will do the same on spring-sown crops. In addition to producing early maturity, a larger yield of better quality crops is obtained. Big yields and high quality go together. However, we are talking about the weather and not about size of crops, so we will pass this point by for the present.

Fertilizer is plantfood. It is the same food as is contained in our soils, and the same as is present in barnyard manure—only in more usable and more active form. Chemists tell us that all crops remove from the soil certain necessary and essential materials which they call plantfoods. Magnesium is one of these, sulphur another, iron a third—all must be present or there can be no plant growth. All soils furnish some of these plantfoods in sufficient quantities. A soil is seldom deficient in iron, and the same is true of sulphur, which all crops need. Three plantfoods are usually lacking, ammonia, or nitrogen, phosphoric acid, or phosphorus, and potash. These are called the “essential” plantfoods.

Most western soils are still “rich” as measured by the total supply of plantfood present. Some of these very soils, however, are naturally poor in phosphoric acid, and others have become unbalanced because of long-continued cropping without the return of essential plantfoods, they are “long” on some plantfoods, and “short” on others. Crops cannot do their best under these conditions. Fertilizers balance the plantfood in the soil, supply the young plants with immediately available food, and are then of value on both good and poor soils.

All fertilizers are not alike. Some fertilizers start growth quickly, and vigorously, and increase the proportion of stem and leaf to ripened grain. Such fertilizers are relatively rich in ammonia, the leaf and stalk producer. Manure is rich in ammonia and the thrifty growth produced by manure is caused largely by this plantfood. In a dry climate quick strong growth is what is needed. Crops must grow while growing conditions are good. Every day's delay in ripening means so much more danger of the crop being cut off by drouth.

Plants growing in fertile soils require less water, per bushel of crop, than plants growing on poor soils. Such crops shade the ground better and there is less waste of water through evaporation, from the soil. Crops on fertile soils make more growth when growing conditions are good, than do crops grown on poor soils. Fertilizers add to soils the necessary plantfood, so that growing

plants can make the best use of every gallon of water in the soil and of every inch that comes in the form of rain. Fertilizers, properly used, aid in avoiding drouth.

For winter wheat, sown early, and grown in rotation use a fertilizer high in available phosphoric acid and low in ammonia, or 16 percent acid phosphate. If the wheat is sown late, so as to dodge the Hessian fly, or because you simply can't get to it earlier, use a fertilizer containing a higher percentage of ammonia. The ammonia aids in giving the new wheat plant a quick start, and makes it “stool out” so as to cover the ground before winter sets in. This decreases winter-killing. The phosphoric acid is needed both in the fall, to give the plant food root growth, and also in the following spring and summer, to ripen it quick-

ly and certainly. For spring grains use the same fertilizer as recommended for late sown winter grain.

For the new seeding of alfalfa, especially where the land has not been manured recently, use a fertilizer analyzing about 2 percent ammonia and 12 percent available phosphoric acid. It gives the alfalfa a quick start, produces strong thrifty plants and the nodules on the roots of the alfalfa develop quickly, and start in on their work of taking nitrogen from the air.

Remember that fertilizers furnish concentrated available plant food, and must be used carefully. One hundred pounds per acre is enough for a trial. A single extra bushel of wheat will cover the cost. If the fertilizer brings back more than this bushel, and it usually will produce many times this amount, the balance is profit.

## Figures Show Texas Needs More Tractors

THERE are only 4,114 tractors in use on the farms of Texas. This is an average of one tractor to every 30,000 acres of farm land or one tractor to every 102 farms. Sixty-seven Texas counties are without a single tractor and 100 counties have less than 10 each, while only 27 counties in the state have 50 or more tractors. These figures are the result of a census which the Fort Worth Chamber of Commerce has just completed and includes reports from 248 counties of Texas. The census is the first of its kind ever taken in this state and is based on information supplied by food administrators, farm demonstration agents and secretaries of chambers of commerce throughout Texas.

It is reliably estimated that Texas has only 5 percent of the necessary number of farm tractors and it is generally conceded that there is an immediate demand in this state for 50,000 of these machines.

The Research and Publicity Bureau of the Fort Worth Chamber of Commerce has made a careful study of the farm tractor situation in Texas and has issued the following statement showing the possibilities of these modern farm implements in Texas:

“In no other state in the Union are the farm lands better adapted to tractor cultivation than those of Texas. The topography of our agricultural sections is such that tractors can be successfully operated on 90 percent of the farms. The vast number of large farms in this state is another element favorable to successful tractor farming. There are more large farms in Texas than any other state and some

of the largest farms in the world are in Texas. In the entire state there are 25,000 farms that contain more than 500 acres each and 50,000 farms have 260 acres or more, while more than half the farms of Texas are too large for one-man cultivation.

“We have in Texas over 60,000,000 acres of tillable land that has never been plowed. This land is all susceptible to a high degree of cultivation and most of it is as fertile as the Valley of the Nile. It is not short in productivity but only lacks adequate and modern methods of cultivation. By utilizing this vast area of idle land Texas could produce a wheat crop greater than the Nation's yield for 1918 or could raise a cotton crop double last year's production of all southern states.”

### Value of Chilean Fair.

American manufacturers of tractors and farm implements are urged to enter exhibits at the Second Annual Territorial Exhibition of Chile, which will be held at Punta Arenas next February. It is declared that a valuable market might be opened up in this way.

At the fair this year the exhibits were principally farm produce and live stock, but there was one large display by a firm of American-made machinery, which included home electric light plants, farm implements, and sheep-shearing machines. Other articles suggested as good exhibits are cameras, phonographs, milk separators, roasted-peanut machines, aluminum utensils, canned food, confectionery, typewriters and sewing machines.





## NO PRICE RECESSION FOR MANY MONTHS

N. I. & V. A. Officers, in an Authoritative Statement, Tell Why Marketing Conditions Are Still Governed by War-Time Costs—Common-Sense Optimism Continues to Pour in from Dealers and Manufacturers

**G**EORGE A. RANNEY, president of the National Implement and Vehicle Association, and H. M. WALLIS, chairman of the executive committee, have issued the following statement:

While the National Implement and Vehicle Association does not and cannot have anything to do with the price making policies of its members, it is legitimately concerned with the general marketing conditions, as well as the manufacturing conditions, that confront them. It may, therefore, speak with propriety as well as authority on their behalf in regard to the rather widespread but wholly mistaken belief that there will be an early recession in the prices of agricultural implements.

This mistaken belief does not apply to the implement industry alone; it is one of the general and natural reactions of the termination of the war, and is doubtless encountered by all manufacturers. With the armistice in effect and peace in sight, the uppermost thought of American business is

the desire to get back to normal pre-war conditions, but in an industry like ours that cannot be easily or quickly done.

It must be borne in mind that the implement manufacturers are now and have been for some time producing farm operating equipment at the highest costs for materials and labor in the history of the industry; it must also be considered that their contracts for materials are necessarily made long in advance and that, under these contracts, high priced materials will continue to be delivered and manufactured into implements.

It is obvious, therefore, that the present price levels for implements must continue for a considerable period. Even if raw material prices were to undergo immediate recession, that fact would not make possible an early reduction of implement prices. Inventories of goods fabricated at war-time costs must be disposed of and manufacturers' commitments for future deliveries of materials at war-

level prices must be worked up and sold before there can be any reduction in the prices of implements.

Whatever changes there may be in the prices of raw materials, there is nothing to indicate any reduction of labor costs, and it should be borne in mind that labor costs affect the prices of raw materials as well as the finished machines. Neither is it to be expected that transportation costs will recede. Since the last adjustment of prices was made by a large majority of the implement manufacturers labor costs have been substantially advanced and railroad freight and passenger rates have been increased by a minimum of 25 percent, involving, it is estimated, an added burden to the implement making industry of many millions of dollars a year. Although these advances in costs might have justified a corresponding increase in implement prices, the manufacturers are absorbing them in the present price levels.

From the foregoing it seems clear that the trade cannot expect any recession in prices for many months.

### What Some of the Retailers Have to Say on the Big Subject

#### Let's All Pull Together.

From JERE KIMMEL, Robinson, Kan.:

With the armistice signed, Freedom strives for us all. Let us go on in a good-natured way and not be too quick to take up the hatchet and go to chopping. We surely ought to be proud that a grand victory has been won. Let's all pull together, and we'll be the happiest people on earth.

#### Price Is Not the Issue.

From N. G. BENDER, Jacob Bender & Son, Sutton, Neb.:

We see no occasion for alarm. We feel that everything is going to be all right. Business will go on as business should. We are looking for a good trade this winter and all next year.

Is not America victorious? Has not all of Europe practically been torn to

pieces? Must it not be built up, and will it not take years to do so, and millions of tons of steel? Where is this steel coming from? Is labor going to be cheaper? We should say no!

Must not enormous amounts of food be produced to produce this steel and keep labor in condition? Must we not then look forward to bigger business to supply the agricultural world with machines to do the work?

We believe that supply and demand will set the price, and we are positive that the demand for everything is going to be far greater than the supply and prices will stay pretty close to where they are now for considerable time to come.

The writer spent some time in Europe, representing one of our leading American implement manufacturers, and wants to assure the trade that there is going to be an immense demand for American farm tools from Europe, which the

American manufacturer is not going to be able to meet. Our own trade will need immense amounts also, for buying has been held back here. But we must have food, and we must have tools to raise it.

We wish everyone could see the matter as we are seeing it. We are sure people and the trade, especially, would not worry about the price, but would get busy and get supplied with goods to meet the demand that is here right now, and remember us by it when the shortage does come. We are preparing for a big trade.

And we don't think it a square deal for the dealers to yell their heads off when the trade is in front of the door and they want the manufacturer to give them the goods on a minute's notice. The manufacturer has not had an opportunity to prepare himself, because the dealers would not give specifications and have the goods ready ahead of time.



All the going down for some time will be these dealers who could sell the goods if they had them.

We are busy these days. We have not the time to talk to the man who dreams about what is going to happen. We are taking orders for next spring's business. We are buying goods, and our only worry is that we may not be able to supply our trade. Price does not worry us. Give us goods, and plenty of them, so we can do our first American duty. Get busy and buy your goods or the European dealer will get the goods and the profit, too.

Experience, actual experience, has proved to the writer that the agricultural world in Europe has been years and years behind us in equipment, but with good governments set up, the farmers in Europe are going to come to the front, and they will not be satisfied to work with tools fifty years behind the times.

All they will need will be American up-to-date farm tools. Russia alone will need just as many farm tools as America. Ask our American manufacturers how their Russian trade heretofore compared with their American trade. Then figure the rest of the European countries. Don't think that all they are going to do in Europe is argue what kind of government they want. They are going to farm and they must have tools.

Prices are not going down for a long time. We owe it to humanity to see that the implement trade will meet its great responsibility. Price is not the issue now. We have a far graver problem than price, and that is goods to raise crops. Instead of the trade arguing the price they will pay premiums for the goods which the "demand will demand."

Look: Has not Germany let the cat out of the bag—"We must have food or our people will starve." Is not this the same Germany which boasted "invincibility"? Wake up, you "price-go-down-er," and reason that we are right now in a big crisis, not as to who will win the war, but the world must be reconstructed and in this reconstruction we have no time or use for slackers. Remember, our farm tool manufacturers are not the only people who will demand steel, as there are thousands of other manufacturers in other lines who will demand millions of tons.

The greatest individual is he who does most for humanity. Did not our whole nation go into this war for humanity? He can do most for humanity who can make two blades of grass grow where one grew before. Who stands next to this individual? It is the farm tool trade, which must supply him with the tools to do the increasing. A great responsibility rests on the farm tool trade and if it fails to meet the demand it will have failed in its duty.

Yours and for preparedness.

### One Dealer's Analysis.

From H. E. RALSTON, SR., Shenandoah, Va.

My own "forecasting" which I find true of many others, is not so much to "wait on the market," but to get my bearings, so to speak. We all realize that "prices" are sure to go down, the time is not here yet nor will it be in 1919 that prices will decline to any great extent.

Yet I feel very much as I do in my

"tin Lizzie" when I near the top of a very long up-grade and one which has a sharp hump near the summit. I have been taking that hill at all the speed the power would make, never thinking of the down-hill just ahead until I realize the top is almost reached.

I can't see over the crest and down the other side. I don't know but that as I reach the peak I may meet a six-cylinder approaching on my side of the road at forty miles an hour, and I might be compelled to dodge or "go under him." I have absolute confidence that I can descend the grade on the other side, but I feel that I should approach it with caution, or at least "under control."

We have been climbing this up-grade in prices from 1915 and all have been under full power, the 1918 rise being the most abrupt part of the ascent. As the year closes, we realize we are approaching the top. In fact, before the armistice, we felt that we were surely nearing the top, for we could not see any further rise ahead of us.

Since that momentous event we realize we have negotiated the hill from one side. While there is a practically level piece of road ahead of us for a way, we must make a descent before long. Now is it anything but natural that we should look ahead just a little before we release control and then put on power to get up the speed we feel we could maintain in safety? Reckless drivers, even on roads never before traveled by them—as this one is—often do not do this, and we all know how they sometimes go into the ditch, when just a little caution at this point would have averted disaster.

I think that the majority of dealers are not "waiting on the market" as the manufacturers and jobbers seem to think. But I believe a great majority of them are going to take into account their stocks on hand and carefully analyze the requirements of their trade before placing orders. I think, if there is any alarm on the part of the trade, it is not justified. We will all take the down-hill as we have taken the up-hill. We will want to "coast" some in places

and we may have to use the "brake" for safety.

Now, prices are not going to pieces, nor is trade going to pot. Dealers are going to buy all the goods they think they can sell, and a dealer who buys very much more or less would be exercising very poor judgment. We dealers may talk otherwise sometimes to travelers and sales managers, but we all know that prices for 1919 can't be less than now, any more than can prices to the farmer for his products be much lower, for the reason that the demand for both farm products and farm machinery will exceed the supply for 1919. Yet both we and the farmer know that it would not be good judgment to carry our goods or his products over into 1920, as we would most likely meet a loss if we did.

The manufacturer, to analyze the dealer's situation, should analyze himself. His condition parallels ours. We both want to supply the farmer with every implement he will need and will buy, and we would both feel guilty of falling short of our patriotic duty did we cause a shortage that would in any degree restrict food production. Yet the manufacturer does not feel justified in making up his usual amount of goods without an indicated demand from the dealer. To be plain about it, he doesn't relish the idea of carrying stocks over into 1920 any more than we do.

Just at this time we hesitate to buy the usual amount of goods without an indicated demand from the farmer. None of us anticipates anything but an increased business and a great demand upon us for service. Our firm has decided to buy what we think we shall need after considering the stock on hand, and every dealer I talked to at the Mid-West convention seemed to have come to the same conclusion.

This is the year, in my judgment, that will pay the dealer well who applies himself to his business and pushes both buying and selling, but it will not pay the one who sits down and waits for things to happen, for when they do happen he will not be in it.

## Views From the Producing End of the Industry

### Would Have Raised Next Month.

From FRANCIS J. AREND, president, DeLaval Separator Co., New York City:

There could be no greater mistake, I think, than to assume an early drop in prices of agricultural implements and to defer buying or let up in sales effort for that reason. For the next six months, at least, costs are still more likely to go up than to come down. In our own case, for instance, our costs have been steadily advancing through the year. We should have made a further advance of 10 percent in prices Jan. 1 next, had the war continued. Now we shall probably refrain from doing so, but we look for no reduction in costs before July 1, at least, except to the extent that labor may become more stabilized and hence more efficient.

So far as materials are concerned, it must be remembered that Government regulation has restrained prices, which would otherwise have been 25 percent higher than they have been the past year. With the enormous demand the

purposes heretofore prohibited, for one reason or another, prices are more likely to advance than decline as regulation and restriction are removed. We shall try to cover our own requirements at present prices to July 1 next, anyway, which means our finished production to the end of the year. Moreover, implement manufacturers have just about adjusted their plans for another year on the basis of an enforced reduction by the War Industries Board of 25 percent in production. This reduction has now been cut in half, making the permissible production 87½ percent of the prior year, but it is not going to be easy for most manufacturers to take advantage of this.

In brief, agricultural implement production for next year will likely be less than for the prior year, and material and labor costs can hardly show any decline permitting of a reduction in 1919 prices. And this in the face of the fact that we are confronted with the greatest food shortage in the history of the world before another year's crops can be harvested. Opportunity, as well as obligation to humanity, makes maximum effort for 1919 production an imperative

(Continued on page 47)



# Des Moines Will Be Host to Implement Men

Dealers of Iowa Prepare for a Convention of Unusual Interest—First Iowa Tractor Show in Connection Is One of the Main Features—To Become Annual Event.

Iowa implement dealers will gather at Des Moines for the twenty-third annual convention of their Implement Dealers' Association, Dec. 2 to 7. Unusual interest is felt in the convention this year on account of the prospective speedy return to peace conditions and the many important topics with regard to the industry that will come up for discussion.

In connection with the convention will be held the First Iowa Tractor Show, given under the management of the association. Much labor has been devoted to the preparations for this show in order to make it a success and an assured annual feature for the state.

The show was planned in the first instance as a war measure, to assist in the Nation-wide campaign for increased production of food. This

to register immediately upon arrival.

The officers of the association are O. J. McHugh, Cresco, president; C. R. Peters, Winterset, vice-president; E. P. Armknecht, Donnellson, treas-

urer, and T. F. Wherry, Hampton, secretary.

Entertainment features for the wives and daughters of the members are being planned by the Ladies' Auxiliary, of which Mrs. E. P. Armknecht, Mrs. Charles Madsen of Northwood and Mrs. J. H. Hager of Waukon, are the entertainment committee.

The program of the convention is as follows:

Announcement of committee appointments.

President's annual address, O. J. McHugh, Cresco.

Secretary's annual report, T. F. Wherry, Hampton.

Treasurer's annual report, E. P. Armknecht, Donnellson.

Address, "The Implement Dealer and the Farmer," Henry C. Wallace, editor of Wallace's Farmer.

Question box, W. E. Gaston, Marshalltown, leader.

## Wednesday, Dec. 4.

9 O'CLOCK A. M.

Tractor discussion, J. B. Gabeline, Burlington, leader.

Address, "The Road to Happiness," Curtis M. Johnson, Rush City, Minn.

Question box, T. F. Wherry, leader.

## Thursday, Dec. 5.

9 O'CLOCK A. M.

Question box, W. E. Gaston, Marshalltown, leader.



VICE-PRESIDENT C. R. PETERS

urer, and T. F. Wherry, Hampton, secretary.

Entertainment features for the wives and daughters of the members are being planned by the Ladies' Auxiliary, of which Mrs. E. P. Armknecht, Mrs. Charles Madsen of Northwood and Mrs. J. H. Hager of Waukon, are the entertainment committee.

The program of the convention is as follows:



TREASURER E. P. ARMKNECHT

Federation report, C. R. Peters, Winterset.

Address, "Knowledge for the Implement Dealers," member of the Government Priority Committee.

Committee reports.

Election of officers.

Adjournment.

## List of Exhibitors.

The list of exhibitors at the tractor show is as follows:

B. F. Avery & Sons Plow Co., Omaha.  
Consigny Motor Truck Co., Des Moines.

DeBrown Auto Sales Co., Des Moines.  
Turner Mfg. Co., Port Washington, Wis.

Sears Automobile Co., Des Moines.  
Janesville Machine Co., Janesville, Wis.

Smalley Mfg. Co., Manitowoc, Wis.  
J. D. Tower & Sons Co., Des Moines.

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PRESIDENT O. J. McHUGH

aspect is still emphasized in view of the world food shortage and the need of farm machinery to make up for the amount of labor that has been lost and the need for a greatly increased supply.

The show will be held at the Coliseum, and will be open to the general public. Attractive decorations have been prepared and music will be furnished by the Fort Des Moines Military Band. The exhibits will cover 31,420 square feet of floor space.

The convention sessions will be held in the convention room of the Coliseum. Headquarters will be at Kirkwood Hotel. The secretary's office and registration headquarters will be in the lobby of the Coliseum, and all dealers and visitors, including manufacturers and salesmen, are requested



SECRETARY T. F. WHERRY

## Tuesday, Dec. 3.

8 O'CLOCK P. M.

Call to order by President O. J. McHugh.

Song, "America," led by Kirkwood Orchestra



# Illinois Dealers Plan a Live Convention

Nineteenth Annual Convention Will Be Held in Peoria Next Week — Business Conditions After the War Will Be Main Topic—Constructive Methods Will Be Discussed.

The nineteenth annual convention of the Illinois Implement and Vehicle Dealers' Association, to be held in Peoria, Tuesday, Wednesday and Thursday, Dec. 3, 4 and 5, will be one of the largest and most important of the gatherings of dealers scheduled for the near future. Many important subjects dealing with business after the war will be discussed and plans will be laid for constructive and more expansive business methods.

The future of the implement industry, in view of the close of the war and the coming expansion in business, will be the topic of discussion on the afternoon of Tuesday, the opening day of the convention. An address will be given by a representative of the Agricultural Publishers' Association.

Wednesday the main topic will be the benefits derived from dealers' associations and the relations of the dealer with the people of his community and his competitors in the business. An address will be given by T. N. Witten, Trenton, Mo.

The Thursday morning session will be a sort of "tractor session," with J. B. Bartholomew, president of Avery Co., delivering an address on farm tractors, followed by a general discussion of the tractor business. A question box and informal discussion will be a feature of nearly every session.

Headquarters will be at the Jefferson Hotel. The officers of the association are: J. A. Montelius, Piper City, president; H. S. Van Horn, Wenona, vice-president; W. L. Derry, Vermont, secretary-treasurer. In connection with the convention an implement show will be held at the Coliseum. The show has a large number of entries and plans are being made to make it especially attractive and interesting.

An agreeable program of entertainment has been planned for the members of the association and their families. It will include an informal reception in the Gold Room of the Jefferson Hotel Thursday night, a luncheon and automobile party for the woman visitors on Wednesday, a special entertainment at the Coliseum Wednesday evening, with a program of music and speaking, a theater party for the women at the Apollo Theater Thursday afternoon, and a banquet at the Hotel Jefferson as the closing feature Thursday night.

The program of the convention is as follows:

## Tuesday, Dec. 3.

Call to order, President J. A. Montelius, Jr.

1:10 p. m.—President's address.

1:30 p. m.—Report of secretary, W. L. Derry.

1:45 p. m.—Report of treasurer, W. L. Derry.

2:05 p. m.—Appointment of committees.

2:15 p. m.—Address, representative of Agricultural Publishers' Association.

2:45 p. m.—General discussion of the future of the implement business and questions from the question box.

3:45 p. m.—Adjourn. Go to implement exhibition at Coliseum.

8 p. m.—Informal reception, Gold Room, Jefferson Hotel, for both ladies and gentlemen.

## Wednesday, Dec. 4.

9 a. m.—Report of National Federation, M. C. Davenport, Lovington, Ill.

9:30 a. m.—Address, T. N. Witten, Trenton, Mo. Subject: The Relation of the Dealer to the Farmer and the Community.

10:30 a. m.—General discussion of the association work and how it benefits the dealer. All dealers requested to take part.

11:30 a. m.—Question box.

12 Noon.—Luncheon for ladies.

12:30 p. m.—Adjourn. Go to implement exhibition at Coliseum.

8 p. m.—Special entertainment at the Coliseum for ladies and gentlemen. Good music and speakers have been provided. Auto party in the afternoon for ladies.

## Thursday, Dec. 5.

9 a. m.—Discussions of questions from question box.

9:30 a. m.—Address, "Farm Tractors," J. B. Bartholomew.

10:15 a. m.—General discussion of farm tractors.

11 a. m.—Miscellaneous business and benefit of cost accounting.

11:30 a. m.—Election of officers.

12:30 p. m.—Adjourn. Go to implement exhibition at Coliseum. Afternoon, photo play, Apollo Theater, for the ladies.

6:30 p. m.—Banquet at Hotel Jefferson for both ladies and gentlemen.

## How the Association Benefits the Dealer

By W. L. Derry

Secretary, Illinois Implement and Vehicle Association

**M**R. Dealer, did you ever stop to compare the benefits the retail implement dealers receive through the work of the association, and the efforts of its officers, with the cost of membership fee, and your expense attending the annual meeting?

The indifference shown by many dealers lead us to believe they do not keep in touch with what the association is doing for them. If they did every dealer would support it.

It required four years for the National Federation, with the assistance of the state association, to get the manufacturers to see the injustice of adding wrapping charges to parcel post packages, but they finally succeeded. The saving to any dealer on this alone more than equals the association dues. This is only one of the many things the association has done that serves directly in dollars for the dealer.

### The Repair Situation.

This is of vital importance to every dealer. While we cannot say that we have made the progress in this we had anticipated, the executive officers of the National Federation have

improved every opportunity to bring this to the attention of manufacturers. The secretary of the National Federation and myself met with the representatives of the manufacturers, and endeavored to the best of our ability to show them that the discount allowed was not fair to the dealers.

The writer had the pleasure of addressing the gas engine manufacturers' convention in June, on the repair commissions and c. o. d. shipment of repairs. I made every effort to show the injustice of c. o. d. shipments, and why dealers should receive a greater commission on repairs.

The National Federation, during its convention in October, sat in conference with the salesmen representing the manufacturers, and the principal subject up for consideration at this conference was the repair situation.

We understand the manufacturers as an association cannot enter into an agreement with the dealers on prices of repairs, nor did we expect this. But manufacturers can individually name the discounts allowed, and it is up to us as dealers when we know we are losing money handling repairs on the discount allowed by most of



the manufacturers to show them how and why we are losing. When we do, we will win out.

### The Dealer Gets New Ideas.

The real thing in association work is not such things as I referred to. This is strictly a dollar proposition. What would appeal to you, and will appeal to you, if you will allow yourself to get your mind off the selling end of your business long enough to think about something else, is the benefit you get by attending the an-

nual convention. Here you make the acquaintance of implement dealers from all parts of the state, here is where you can hear the discussion of all matters pertaining to the trade, here is where you rub shoulders with men in like business as your own, who may be able to give you some new ideas that will be worth while. Here is where good fellowship prevails, and you will get a broader view of life. Here is where you can come and have both a pleasant and a profitable time.

Here is where a good business program has been provided, and at the same time special arrangements have been made to entertain both the dealer and his family.

Now, Mr. Dealer, if you have never attended our annual meeting, come to Peoria, Dec. 3, 4, 5, 1918, and attend this, the nineteenth annual convention. Try it out for once, that you may know the real benefit of association work. We welcome all retail implement dealers.

# Michigan Dealers Will Convene Next Week

Plans Are for the Largest Gathering Ever Held and a Keen Discussion of All the Important Topics Now Before the Trade.

A record attendance and a live and thorough discussion of post-war problems is expected at the fifteenth annual convention and exhibition of the Michigan Implement and Vehicle Dealers' Association, to be held at Kalamazoo, Tuesday, Wednesday and Thursday, Dec. 3, 4 and 5.

Cooperation with the farmers in bringing about the greatest possible production of food in view of the world shortage, early but careful ordering without overstocking on account of the still limited supply of materials, support of the Government in every way and plans for a greater business era than ever, will be the topics that will signify the character of the meeting.

Headquarters of the convention will be at the New Burdick Hotel. The officers of the association are Isaac Van Dyke, Zeeland, president; J. F. Follmer, Vicksburg, vice-president; F. E. Strong, Battle Creek, treasurer, and L. F. Wolf, Mt. Clemens, secretary. The directors are: 1918, Joseph Wagner, Kinde; F. M. Crowe, Owosso; Charles Meach, Lakeview, and F. P. Wilson, Smith Creek; 1918-1919, C. L. Glasgow, Nashville; W. L. C. Reid, Jackson; W. O. Barton, Portland, and J. F. Hayden, Cassopolis.

The Kalamazoo Chamber of Commerce has given its hearty cooperation to the visitors and a pleasant program of entertainment has been arranged. On Wednesday evening a theater party for the members and their wives will be given at the Majestic theater. On Thursday afternoon the Chamber of Commerce will take the woman visitors for an automobile ride through the city.

The attractive souvenir program which has been prepared bears a dedication to the boys in the country's service, and copies will be sent to any

man in the service upon request. The program of the convention is as follows:

## Tuesday, Dec. 3.

9 A. M.

Exhibit hall will be open in the Kalamazoo Armory. The office of the secretary will be located in this building and also in the New Burdick Hotel. Members should register there upon their arrival.

12 NOON.

Exhibit hall will be closed.

1:30 P. M.

Retailers, wholesalers, manufacturers and traveling men are all expected to be present at all meetings. This meeting is to be called to order in the Convention Hall of New Burdick Hotel, by the president, Isaac Van Dyke, Zeeland. Song, "America," led by Will T. Callaghan, Greenville.

Address of welcome by Mr. Harry H. Freeman, city manager.

Response to address of welcome by F. M. Crowe, Owosso.

Reading minutes of previous convention.

President's address and recommendations.

Address by Mr. W. S. Thomas, Springfield, O., representing National Implement & Vehicle Dealers' Association.

Address, "Tractor and the Implement Dealers," by Professor Thompson of Moline, Ill.

Announcement of committees.

Song.

Question box and discussions.

4:30 P. M.

Adjournment.

Committee members are requested to remain in the hall and arrange for meetings of their respective committees.

4:30 P. M.

Exhibit hall will be open till 7:30 p. m.

7:30 P. M.

Theater party at the Majestic Theater.

## Wednesday, Dec. 4.

9 A. M.

Meeting called to order in Convention Hall.

Song.

Secretary's report.

Treasurer's report.

Address, "Better System for Departmentizing Your Business," G. F. Gonyer, Benton Harbor.

Discussion.

Song.

12 NOON.

Adjournment.

1:30 P. M.

Question box in charge of W. L. C. Reid.

3:30 P. M.

Exhibit hall will be open until 10 p. m.

2:30 P. M.

Automobile ride for the ladies given by the Kalamazoo Chamber of Commerce. Automobiles will leave the New Burdick at 2:30 o'clock.

## Thursday, Dec. 5.

8 A. M.

Exhibit hall will be open till noon.

1:30 P. M.

Meeting will be held in Convention Hall in New Burdick Hotel.

Song.

National Federation report, Charles Meach, Lakeview.

Address, "Selling and Advertising Implement Specialties," D. B. Jacobs, Lansing.

Song.

Report of auditing committee.

Report of necrology committee.

Report of resolution committee.

Report of nomination committee.

Election of officers.

Unfinished business.

Adjournment.

The new board of directors will meet immediately after adjournment.

Especially attention has been devoted to the implement exhibit which will be held in connection with the convention. One of the main features this year will be the large exhibit of tractors. A partial list of the exhibitors follows.

## New Happy Farmer Salesman.

W. F. Myers, Columbus Grove, O., who was formerly with R. Hershel & Co., Saginaw, Mich., and the Rock Island Plow Co., will represent the Ohio Happy Farmer Tractor Co., Bucyrus, O., distributors of the La Crosse Happy Farmer tractor, in sales capacity in western Ohio. Mr. Myers has had wide experience with gas engines and tractors.



# Tractor Builders Discuss Reconstruction

N. I. & V. A. Tractor and Thresher Department in Its Annual Convention Plans for a Period of Increased Activity for the Industry After the War.

The readjustment period and its many attending problems was the outstanding theme in the discussion at the annual meeting of the Tractor and Thresher Department of the National Implement and Vehicle Association held at the Auditorium Hotel in Chicago, Nov. 21 and 22. More than sixty of the leading American manufacturers in addition to a number of Canadian builders and distributors were in attendance during the two-day session.

The annual election of officers resulted in the reelection to the presidency of the department of J. B. Bartholomew, president, Avery Co.; vice-president, G. P. Alexander, vice-president and treasurer, Aultman & Taylor Machinery Co.; secretary and treasurer, C. E. Merwin, president, The Russell & Co.; executive committee, chairman, Mr. Alexander; F. P. Mount, president, Advance-Rumely Thresher Co.; E. J. Gittins, vice-president, J. I. Case Threshing Machine Co.; J. A. Everson, manager tractor department, International Harvester Co.; Mr. Bartholomew; Mr. Merwin; F. G. Allen, president, Moline Plow Co.; H. P. Goodling, vice-president, A. B. Farquhar Co., Ltd.; W. H. Haggard, division sales manager, Emerson-Brantingham Co.

E. J. Gittins, chairman of the tractor demonstration committee reviewed the work of his committee during the past year, which culminated in the national demonstration at Salina, Kan., in August. The meeting indulged in a lengthy discussion of the advisability of continuing the demonstration plan for another year with the view of learning the opinion of the manufacturers generally, resulting in the adoption of the following resolution:

"Resolved, That pursuant to the authority vested in it the tractor demonstration committee of the Tractor and Thresher Department of the National Implement and Vehicle Association will in 1919, handled as in the past, the matter of tractor demonstrations for the entire country, the number and place to be determined later."

## Appoint a Show Committee.

Mr. Gittins in his address indicated that he would favor at least one national demonstration next year and possibly two but not more than three. Others spoke in favor of the national demonstrations. A few speakers opposed the plan.

One of the significant actions taken at the session was the appointment of a show committee. This committee, it is understood, must sanction the individual fairs, exhibitions and shows at which it is desired to secure the tractor manufacturers as exhibitors.

The membership of the show committee: Howard Seeley, chairman, manager of the tractor plow department of the Oliver Chilled Plow Works, South Bend, Ind.; D. C. Reeves, assistant sales manager of the J. I. Case Plow Works, Racine, Wis.; L. F. Cannon, trade manager of the Rock Island Plow Co., Rock Island, Ill.; B. F. Hamey, vice-president and

general manager of the La Crosse Tractor Co., La Crosse, Wis., and R. T. Hodgkins, general sales manager of the Cleveland Tractor Co., Cleveland, O.

The manufacturers showed intense interest in the manufacturing and distributing problems that almost overnight have been brought about through the cessation of hostilities. J. B. Bartholomew, president of the Tractor and Thresher Department, stated that the business prospects of the tractor and thresher industry are very gratifying.

In his annual address Mr. Bartholomew said in part:

## J. B. Bartholomew Prophesies Trade Expansion

There is an old adage, "In time of peace prepare for war." With equal force I think there should have been the reverse of this proposition, "In time of war prepare for peace." On the 11th of November we entered upon a reconstruction and a readjustment period without much if any preparation. It would be a bold prophecy on the part of even the most careful student to make predictions at this time, but an effort to analyze the situation, I believe, is not out of place.

We all know that the declaration of war came like a thunderbolt out of a clear sky, yet the effect upon business and prices was gradual, and we all knew there would be an increased demand for foodstuffs and materials and incidentally that a shortage of labor would follow.

The signing of the armistice came almost as suddenly and almost the first important thing that came to our notice was the food shortage among the people of the Central Empires and now we find the farmer with a bigger job on hand than ever and I believe for the next year or two, at least, activities in the food producing enterprise will be the cause of an active demand for improved farm implements and machinery.

The American system of mechanical farming has been introduced in Europe and is bound to result in increased demand from those quarters, increased shipping facilities on the high seas and the consequent adjustment of rates will open up South American fields with greater demand. It therefore seems to me that the industries represented in this meeting have business prospects immediately in sight that should be very gratifying. The tractor is here to stay and we are fast passing the point where the argument that the tractor will do away with the horse is the most effective. We are reaching the point where the purchase of a tractor is necessary as an economic means of producing food on a larger scale. In other words, the farmer is buying and is going to con-

tinue to buy the tractor and tractor-drawn implements, because it is a money-making proposition.

## Financing After the War.

It is obvious that financing problems since the signing of the armistice must precede some of our activities and this is especially true in foreign fields. What I mean to suggest is that Liberty Bonds may not be the best term, but that the Government will require money from the sale of bonds of some sort, there is no question. It might be that they could be better handled under the term Victory Bonds or Peace Bonds.

American push and energy will find ways and means very promptly to meet these conditions. The vast resources of the United States, when brought to bear on the question of war, overwhelmed the Germans, and it is up to us now to bring the same vast resources to bear on the reconstruction and readjustment period, and I believe it will be done very promptly.

It seems to me that in order to give the divided nations an opportunity to repay for the damage they have done, we will have to arrange a system of financing and loaning money or extending time. The account is too big to be closed on a cash basis.

The war has taught us that we had great resources in the form of credits that had heretofore never been touched and our great financiers will undoubtedly devise a system of continuing to utilize these credits during the readjustment period.

With the gold standard well established as a measure of value and a central Federal banking system forming a safe and sound basis of expanding our credit system, the United States is on a working basis that is equal to, if not superior to, that of any other country.

## Foreign Bonds to Back Currency.

Allied countries have already become our debtors to a marked degree and



this will undoubtedly have to be extended and may possibly have to be extended to the new governments to be formed out of what was heretofore the Central Empires, and all of these people thereby afforded an opportunity to re-establish themselves and repay the damage that has been done—become our friends and customers.

The slogan, "Food Will Win the War," must now be modified, but the problem is greater than ever, but upon the basis of this great problem I believe the United States will enter the markets of the world with our improved farm machinery and farm power, because they have already had a taste of it and they have come to understand in a great measure the advantages of the American mechanical system of farming as compared to the cheap labor hand process heretofore in vogue in most all of Europe.

I think when the soldier boys come home, those who go back to the farm will insist on the tractor and tractor implements. It is my opinion that the implement dealer and manufacturer who anticipates the downward tendency in prices has his eye on a period much further ahead than he believes. The first half of 1919 has practically already been arranged for. The cost of these materials and the limiting of the output by the Government is bound to stabilize the price question, at least for the first half of the 1919 period, and I imagine that old conservative dealers are likely to lose more in profits through fear of decline in price than they would gain if they were to realize on their anticipations so far as decline is concerned.

If there is to be any decline in prices, it must come after there has been an apparent decline in the costs of raw material and labor, which does not seem to be in sight as yet and is not likely to affect 1919 very much, if any. A certain amount of the war program must go on, such as the building of ships and the finishing up of equipment in a semi-manufactured condition. It would be a tremendous waste and a loss of opportunity if it were not carried to completion. Then we have the materials and labor necessary for the rebuilding of the devastated countries and the carrying on of building operations all over the United States, which has been held up.

### Establishing a Uniform Policy.

It seems to me it would be an excellent thing to attain these objectives:

Lowest possible price to user on cash basis.

Lowest possible marketing expense.

A fair percentage of profit to the dealer and one that would justify the dealer to organize and maintain a reasonable selling organization and a reasonable service organization.

A policy for the dealer that is sound and practical and based upon the conditions that will justify him to handle in a big way the lines of goods that manufacturers of our association are producing, so that he may specialize on these lines with a department that is not dependent upon what he may do in his hardware store or some other branch of business that he is carrying on.

On this point I may have well defined ideas of my own, which to discuss here would be out of place, except in the broadest sense. Some of you will

remember that at a recent meeting of the Federation of Implement Dealers here in Chicago in joint session with members of this association, three great questions were raised. One dealer presented, first, the question of the price of repairs to the user and urged that the price was too high. The second dealer took up the question of discount on repairs and discussed them with the point that the discount was not large enough, while the third dealer brought up the question of shipping repairs c. o. d. and argued against such a policy.

### Dealer Service Problems.

By some it was suggested that the dealers overplayed their hand. Be that as it may, it was easy to see that the arguments presented were all against what seems to be the modern idea, and that is, of reducing the cost on a cash basis to the user to the lowest possible notch.

My belief is that the farmer is entitled to as low a price as possible on a cash basis, that the dealer is entitled to a fair discount and that repairs ought to be either paid for with order or sent c. o. d., or if the dealer is disposed to put a certain number in stock, which he should be, he should get an extra discount for so doing.

I believe that the list price of goods and repairs to the farmer should be lived up to and maintained under all circumstances. I believe the c. o. d. method of handling repair parts and small accessories is correct, providing the shipper absorbs the return charges, which I am sure he can well afford to do, because it will save more in other ways than it costs him in this way.

I think that organizing a territory requires the combination of four classes of trade or talent, which I will describe as follows: Salesmanship, advertising expert, service men and accounting. All of these capabilities may be found in one man. What every sales organization needs to have is expert training along these lines brought to bear on this proposition. First, they must have the inspiration, second, the knowledge, and third, the energy.

The inspiration must come from the things that every human being wants, and that is, to do something which is for real service to his fellow man, and second, to receive for that service a reasonable compensation.

Knowledge of the machinery in all its details, and business in general; he must know men, how to meet them and how to deal with them and he must know himself. Knowledge is attained by thinking, talking, reading and doing.

A man cannot well have the right inspiration, the right knowledge and the right mind without the factor of energy. Energy is very largely a natural attainment, but can be augmented and intensified by learning the principles of good health and the practice of such principles.

### Restrictions to Go Soon?

C. S. Brantingham, chairman of the Farm Implements Committee, spoke of the activities of the committee in having procured the modification of the restriction of 25 percent of material allotments to 12½ percent, concerning

which the industry has been notified. It was his opinion that it is only a matter of a short time until all restrictions with respect to the supply of materials will be withdrawn. He called attention to the statement that had been made that of the 14,000,000 to 18,000,000 tons of steel taken over by the Government for war purposes, approximately 10,000,000 tons will be released to peace industries through the canceling of war contracts, thereby making further priorities and restrictions unnecessary.

He expressed the opinion that business will not go back to the pre-war basis for a considerable period of time. For prices cannot drop faster than costs will permit and there is nothing that would indicate any decline now in manufacturing costs.

G. A. Ranney, president of the association, took occasion emphatically to express the opinion that there can be no reduction of prices in face of the high priced material already purchased months in advance, that will go into 1919 implements and machinery. Moreover, there is not likely to be a decline in material and labor costs in the immediate future. Mr. Ranney stated further that in his opinion Government control of prices should be maintained for at least a period of from six to eight months in order to permit the industry gradually to get back to conditions existing before the Government took control of American business with the least possible loss to the producer or consumer.

### Eliminations to Stand.

The tractor and thresher manufacturers affirmed the action and report of the eliminations committee which was filed with the Conservation Division of the War Industries Board and regardless of whatever action the Government may or may not take in the matter, the manufacturers will continue to observe the eliminations program as being highly desirable from an economical standpoint. Furthermore, the committee on eliminations was instructed by the department to continue its work with the view of recommending still further eliminations in sizes and styles of tractors and threshers. This action is in line with that taken by other departments of the association which do not want to lose one of the big war benefits, if there be such, by returning to the former endless variety of products which is economically wrong from every standpoint.

### Junius F. Cook Spoke.

Junius F. Cook, assistant to secretary U. S. Department of Agriculture,

(Continued on page 46)



# We Need a Campaign of Tractor Education

By Junius Ford Cook

Assistant to the Secretary of Agriculture

I INTEND to restrict my remarks to the great importance of the need and scope of education to advance the tractor industry. The advancement of the tractor industry depends fundamentally upon the demand for tractors; and that we may get in our minds the right relation of supply and demand, I wish to emphasize the fact that the matter of first importance is a strong, healthy and economically-sound demand.

The plentiful supply of substantial, economical, reliable tractors is a matter of the greatest importance, for unless tractors are plentifully supplied having these qualities, there will not be a strong, healthy, economically-sound demand. On the whole, I believe the tractor position today is fairly sound, but if it does not advance in development rapidly, its relative soundness will not be maintained. This is because the tractor is comparatively new and advancement must naturally be rapid. Before the war tractor sales were very large, because the novelty of the tractor, its great possibilities and the pride or vanity of the user, strongly appealed to the farmer. These selling points continue to exist but not to the same degree as in the earlier days of tractor history.

During the war, and for a period after the war, the high price of food and the wish of every true American to do his utmost to win the war quickly and see the world again peacefully and happily settled, has given the tractor trade a tremendous stimulus. The present period—that is the reconstruction period—is as valuable and important to the tractor business, if not more so than any other has been. Every nation and every people will be striving to recover with the greatest rapidity from the conditions of the war. The value to a nation of a very quick recovery after the war can scarcely be over-estimated. The nations will all want labor-saving machinery in proportion to their needs, to their ability to use them and to their financial ability to buy them. There will be the influence of the user waiting for lower prices; and probably that will affect things in this country more than abroad. The price of foodstuffs will go down as labor becomes more plentiful and the farmer will, with every one else, play safe until conditions are more settled. You all realize and appreciate the necessity of making the most suitable machine for farmers.

## Expect Tractor Improvements.

Do not think I expect all tractors suddenly to become perfect machines. I have heard of perfect tractors, but expect they will all be improved next year. If a manufacturer is to maintain his place in the tractor field, it is not good enough to have a tractor that is not increasing largely its sales. Reports to the Department of Agriculture show that tractors manufactured in 1916 numbered 29,670; in 1917, 62,742; 1918 probably about 140,000. That is—the 1917 output was 111 percent increase over 1916, and 1918 will be about 120 percent over 1917. It is not necessary that your individual tractor business should increase in just this same proportion, as there are unusual conditions of new tractors coming on the mar-

ket that in their early days have abnormal increases in sales, due to novelty, unusual advertising and other features used for introducing a new machine.

It is, however, necessary that with normal advantages every tractor business should increase largely depending upon its position in its development. The demand for the different sizes of tractors is varying from year to year. There was the very large machine at an early date; then came a swing over to smaller machines of two, three, and four plows. Among many it is thought that the two plow machine, that in easy going can pull three plows, will be the one most used, even where three and four plow machines are now being largely used; and I am inclined to this view.

There seems to be no absolute standard of power rating for a tractor and I believe an absolute measure of the horse power of the tractor engine should be adopted. Such a rating, it seems to me, should be the theoretical indicated power the engine of each size and speed will develop. The belt horse power will then be determined by test and can be expressed in percentage of the engine horse power. Such percentage will be the efficiency of the tractor for belt work. The draw bar horse power rating can also be determined by test and also expressed in percentage of the engine horse power. Such percentage will be the efficiency of the tractor for draw bar work. Some will object to this procedure, but I see no reason why such an important machine as the tractor should not be put upon a proper scientific basis.

## Size Demand Narrows Down.

The demand on sizes is narrowing down from year to year, and by large production the smaller sizes will become still cheaper in proportion to the larger size than now. The tractor demand as to sizes is today still in a very changing state and more and more we see that the tractor is bringing changes upon the farm implement design and the farm implement modifications are again reacting upon the tractor sizes. Tractor farming is having an influence upon the sizes of farms and also upon farm practice. With these considerations before us it seems to me impossible to be very sure whether the three plow, the two plow, or the four plow machine, are the ones that will be most desirable.

If a series of sizes are made of the same design and the two plow increases sales 50 percent, the three plow 25 percent, and the four plow 10 percent, it may not prove very much unless the territory and the total sales of all tractors made in such territory is carefully analyzed. After such an analysis is made and the general tendency of tractor demand is studied, the success of the design may be gauged. Such information is useful, but not conclusive and points to the fact that after all, the figures showing averages of sales, percentages and complaints have been collected and studied, the real success or failure of a

tractor concern centers upon the personal training and ability of the manufacturing staff.

There may be a fine organization, an energetic and efficient staff, but unless there is a personality that can, and does, put a proper interpretation upon all the data regarding tendencies and all the information regarding details that are available in the make-up of the machine, they are bound to fall behind. The types of tractors are only partially fixed and the engineers must not fail to study the type very carefully as well as sizes and details. The engineer must have a broad view and make his case so strong that his company will be justified in carrying out his conclusions.

The number of tractors manufactured during the first half of 1918, as ascertained from the tractor questionnaires sent out by the Office of Farm Equipment Control, for various horse power ratings, are as follows: 10-12 hp., inclusive, 2,714; 15-16 hp., 3,716; 18-20 hp., 24,128; 22-26 hp., 20,658; 27 hp., 400; 28-30 hp., 2,772; 35-36 hp., 1,495; 40-50 hp., 1,025; 60-80 hp., 1,049. These horsepower ratings are those given by the makers and I believe are not all on the same basis.

## Encourage Tractor Education.

The question is always before the manufacturer of how to maintain the high position of his product. The education of his staff who are responsible for the design is most important and as the tractor business becomes older this education must be given increasing prominence; the older the business, the more important it becomes. There is one other point, and that is, the relation between the designer and manufacturer and the user.

The point of contact is usually through the salesman and information is acquired mostly regarding the firm's own machines. It seems to me this source of information should not be depended upon too implicitly or too fully. The salesman's attitude as a salesman is to sell machines and as such, often brings in useful information and complaints which should receive serious attention. Further than this, close touch with the user entirely independent of the salesman should be maintained to get a correct, broad view of tractor progress. The manufacturers should be in touch with the tractor schools at colleges of agriculture.

The user is induced to purchase his tractor. Presumably he expects to make more money out of his farm work thereby. His equipment has been horses and he may have in mind many ways whereby he can make more money with a tractor than with horses. His neighbor may have a tractor which has been a success and this perhaps is the most conclusive guide to some farmers but not necessarily. If the neighbor's tractor is not a success, or is only a partial success, it may or may not be a true indication of whether the farmer should buy. In fact, his neighbor's experience is only an indication and the farmer still needs education to enable him to decide for himself. If the farmer is not of the kind to look the matter over broadly and de-



cide for himself, he may still be quite successful in following a successful neighbor's example.

Education in tractors can be obtained from a great many sources by the farmer and the more he utilizes all these sources of education, and information, the surer he is to attain the highest success with a tractor. This also applies to the manufacturer and dealer. He can get valuable education and information from his neighbor's successes and failures, from the tractor schools held by the makers, from the tractor schools at the state colleges of agriculture, by attending tractor shows, studying tractor bulletins of the Department of Agriculture and attending any of the tractor demonstrations.

Tractor publications, farm papers, trade papers, also from time to time give valuable information. An instance of this is a chart published by Standard Farm Papers giving the uses of tractors by farmers for the following purposes: Plowing, disking, pulverizing and harrowing; miscellaneous belt work; shelling; shredding and feed grinding; harvesting; dragging roads; threshing and binding; hauling; sawing wood; ensilage cutting and silo filling; baling; planting and seeding; stump pulling. All of this will add to his fund of tractor information and education. His general education will enable him to absorb this information, to arrange it in orderly fashion in his mind, balance the advantages and disadvantages and arrive at a sound conclusion. The better education he has in the sense of a true well balanced education, the better will be his conclusion.

### The Sale That Is a Loss.

In the business of selling tractors to farmers, I propose to leave out of account the idea of selling a man a tractor that is not suited to his work. Such sales will be made, no doubt, but such sales, I believe, do not help the tractor business in the long run. The tractor salesman should, of course, know how to approach his customer and know how to describe every part and advantage of the machine. He should also know how to start, run and adjust a machine as well as what constitutes good work on the farm, such as plowing, harrowing, cultivating, etc. If he does not make himself master of all the knacks of salesmanship, as well as all the operations of a tractor on a well ordered farm, he will not be satisfactory to himself, his employer, or to the farmer.

If the farmer needs a tractor and needs your particular tractor and you as a salesman fail to convince him of the fact, you have failed in every sense of the word. Some salesmen would say such a case is impossible, but there really are thousands of such cases. From every point of view the better equipped the dealer and the better educated he is in every way, to sell not only tractors but all farm equipment, the better he will be able to advance the industry and the Nation's prosperity.

There is a great deal of discussion about the pay a dealer should receive for his work; and there is an opinion in some minds that a fixed percentage should be decided upon as a regular dealer's remuneration for selling farm equipment. The answer to this is, that

(Continued on page 46)

# The Situation—A Frank and Informative Set of Views

By Finley P. Mount

President, Advance-Rumely Thresher Co., Laporte, Ind

WE should not expect a quick recession of prices to follow peace. Aside from temporary and sporadic instances, it is safe to expect commodity prices to go down on the same scale and rate they went up. Graphically speaking, the two lines showing ascending and descending prices will approximate the same length and angle, and, therefore, approximately cover the same period of time. By this method of reckoning it would require approximately four years for prices to recede to a pre-war level, and this assumption does not follow. In fact, there is every reason to believe that prices will not reach the level existing before the war.

Commodity prices cannot go down while labor is high. Labor prices cannot go down while food is high. Food will not go down while the demand is greater than the supply. The demand for food today, and it would seem for at least two or three years to come, is bound to exceed the supply. We know there was a shortage of available food for ourselves and our Allies before the signing of the armistice. The armistice resulted in two things, among others: On the one hand, it made available the food in South America, India and Australia; and on the other, it added the demands of the three hundred million people in the Central Powers and Russia to the food requirements of the world. These demands will far exceed the additional supplies from the Southern Hemisphere and will undoubtedly continue to exceed these supplies for some time to come.

While the Central Powers have not been invaded and had their buildings and machinery destroyed and their fields devastated, as has Russia and Roumania, they have, however, along with all the peoples east of the Western battle front, lost practically all their draft animals and live stock and food-producing equipment of every kind. Agriculture is wholly disorganized, and food depends upon



"Of these views I can only say they are my own and I believe in them."  
—The Author.

agriculture. For example, Russia, the great wheat exporter of the world, could not in the year 1918, after she was out of the war and with all the help and urging of her German conquerors, produce within a hundred million bushels of the amount required for her home consumption. Of course, Russia has been stripped of all food, cattle and draft animals of every kind, and her power as a food producing country has been greatly

limited and set back by the conditions of disorder and disorganization existing throughout the country.

All the countries in Europe engaged in the great war are not only deprived of food stocks, but are so thoroughly disorganized as to men, draft animals and equipment that it will take years to get these countries back again to normal production, and until this is done foodstuffs in America must remain high, and other commodity prices will, of course, follow. Farm implements will be high, not only because of general commodity prices, but for the year 1919 the manufacturers have bought high priced materials and must continue to pay high wages to labor.

Moreover, all food producing countries, outside the United States and Canada, have been practically shut off from purchasing farm implements for three years, in fact, ever since the submarine menace made shipping next to impossible, and the accumulated demands of these countries for farm implements must be met by the American manufacturer, because America is the only country where the manufacture of agricultural implements has been kept going during the war. This demand is evidenced by the great rush of orders shown in foreign markets for American agricultural machinery of all kinds. In view of this demand, therefore, it is not inconceivable that 1919 may see a greater shortage of agricultural implements in America than was experienced in 1918.

(Continued on page 50)



## GRATITUDE AND FORTITUDE

**W**HEN Americans gave thanks a year ago we had scarcely entered the fight against the arch-enemy of mankind. Our mettle had hardly been tested. The might of the power-worshipping hordes loomed invincible, though none of us believed it so, even in the blackest hours. The sign of the spiked helmet appeared to triumph. Yet who lost faith? No man, for the faithless had none to lose.

The burden of the months rolled on. The heavy load on Allied Europe grew heavier. The invader pressed inward toward the heart of France—the heart of the world. Dark were the days. Gaul, Briton, Celt, Roman strove mightily. Only hope and heart were left. The years of struggle against the machine had worn the men away. Doggedly they fought, yet step by step they fell back, leaving their invulnerable slain. Millions felt the muck, the cold, the steel, the poison and the torture of lacerated, half-dead flesh. But they bore it all, facing the foe and fighting like very angels.

Then came America—America the despised of the Hun. What did her young men know of war? Could shopkeepers and bumpkins stand before the Prussian Guard? Could the unseasoned soldiery of a raw republic dare try conclusions with the good German sword? How comical, these Yankees! Bull Run—wasn't that the name of one of the ridiculous battles in their own crude history? Well, it would be just another Bull Run, on a vastly enlarged scale and with all the trimmings that the *schrecklichkeit* of Teutonic military philosophy could furnish. Tragic, perhaps, but the blessings of kultur must be spread. Woe to every living thing that should get in the way!

And the answer? There were several. Cantigny was one. There the German found that the American could go over the top as effectively as the Tommy and the poilu, with the important difference that the American was fresh in the fight and possessed of an initiative all his own. Chateau-Thierry was the first answer that the Teuton really understood. When the new troops from overseas slammed him back to the Marne, and beyond, he began to revise some of his ideas. At St. Mihiel his conception was changed altogether. In the Argonne the Americans demonstrated that they could drive forward against the most difficult military and natural obstacles and bear the same terrible toll of casualties that their French and British comrades had borne. At Sedan they had time to exemplify their own special version of how things should go on that famous field.

All this can be said without boasting. To brag at such a time would be despicable. No thoughtful American for one instant can lose sight of the high and sustained heroism which has made the European soldier of Freedom immortal. Humble, indeed, we stand before such devotion. But in our humility there is no need whatever for minimizing the shining achievements of our own men. The plain obligation in this respect is merely to look at the whole picture in its true proportions. And while we look, let us and our friends in Europe not forget that tremendous travail through which we labored in '61-'65, the issues of which were inextricably bound up with those of this war. Had this Nation divided then, we would have been impotent to turn the balance in favor of Freedom overseas now, and up to that time the great contention between the States was counted the most stupendous struggle of modern times.

For all the things noble men and women, in and out of uniform, have done for us, we are profoundly thankful. Gratitude is the soundest sentiment we can indulge. At the same time we must look forward. Of our priceless privileges we need not now take stock. They have been won anew. Let us rather contemplate our duties. Peace has brought obligations almost as grave as those of war. Though the guns be silent, we must continue to practice fortitude.

We of this farm equipment industry must take a new survey of what stretches ahead and determine to meet every obligation. Upon us the duties of peace fall with peculiar insistence. American agriculture must produce the food to feed the liberated nations of Europe. Twenty million tons must be shipped them in the year to come—far more than the tonnage sent even under the pressure of war-time necessity.

Can we do it? We can if the makers, purveyors and users of agricultural implements will rise to their manifest obligation. Thus, in our faithful effort to meet it, let us express and prolong this spirit of Thanksgiving.





**we have promised to  
feed the hungry millions  
of Europe—the Allies  
and liberated nations**

**Save food**

**two-thirds more than last year  
from stocks no larger**

UNITED STATES FOOD ADMINISTRATION



# Implement & Tractor Trade Journal

1896

1918

Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALLGEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, NOVEMBER 30

## AN OBSOLETE WORD

THAT word "panic," with which we used to be so familiar, is seldom heard nowadays. The Federal reserve banking system has stabilized the financial fabric of the country to such a degree that anything remotely resembling the old-time "panicky" conditions is impossible. For this every man, woman and child in America has reason to be deeply thankful.

But the pessimist dearly loves to paint his picture in the somberest hues he can find. Thus it is that the devotees of pessimism, happily few, are fond of dragging that word out from the dustiest and mustiest recess where it has been reposing for several seasons and daubing their pictures with it in the most alarming fashion.

Don't let them get by with it. The word is still charged with commercial poison. It forces unwarranted suggestions upon the timid. Let no apostle of gloom talk about "panics" in your presence. Why? Because, in a sense quite absolute, "they ain't no such thing."

## THE MORAL IS: PUSH 'EM

ONE of the high lights of the industry goes about the country boasting that he rode into the farm equipment business on a manure spreader. It is a proud boast. If we were he, we'd seriously consider having the circumstance emblazoned upon our family 'scutcheon—a spreader scatterant, say, on a barnfield gules.

But that isn't what we started out to write. We were thinking that not quite enough has been said of late about the manifold virtues of the manure spreader, and that there may be some danger of neglect in this respect. Because it costs more than it used to cost, there may be a disposition on the part of some dealers to be a bit timid on the spreader question. No reason whatever for such timidity exists.

Fertilizing a field is altogether a matter of distribution. There may be a vast store of rich manure in the barn and barn lot, but, unless it is loaded into a spreader and scattered over the fields, it is just plain waste. Crops are not grown on barn lots.

Only the spreader can put manure in the right place at the right time.

Now for a few figures: Fresh manure is worth \$5.50 a ton to the farmer. The agricultural experts have found it out. But there is a wide difference in the value of fresh and stale manure. These same experts have figured that, if manure is left to leach in the barn yard for five months, from April 25 to Sept. 25, it loses 60 percent of its nitrogen, 47 percent of its phosphorus and 76 percent of its potash. These, of course, are precious elements of plant food and their loss means that within the stated period the manure drops to \$2.36 a ton, a clear waste of \$3.14.

However stolidly he may receive such information, it is bound to "get under the skin" of any thrifty farmer. The moral is: Push 'em.

## THIS THING OF PREACHING

A GREAT editor, the late William Rockhill Nelson of the Kansas City Star, is credited with having said that it was all right to educate the people, but you had to sneak up behind them to do your educating. Most of us resent instruction, even instructors. It seems to be a characteristic of human nature, whether we like to admit it or not.

Some of our dealer friends may be conscious of some such feeling cropping out when they read the Implement & Tractor Trade Journal's urgent caution not to be over-cautious in the face of the new conditions following the armistice. In their minds, it may appear that we are a bit too solicitous on the score of their buying policy.

Right here is an important point about this campaign which we wish to emphasize again: It is not alone *their* buying policy which we hope will reflect a sanely optimistic view of the trade outlook. They form but one link in the economic circuit. It is our earnest desire that every reader of this publication shall join in the campaign and in his turn do what he can to maintain the buying morale of the farmer. Without any question whatever, it is the attitude of the dealers themselves that will make or break good health within the next sixty or ninety days in the farm equipment trade.

This is not alone the manufacturer's concern. He, too, is only one link and some of the manufacturers themselves need a dash or two of that quality which, in lieu of a patter term, we must call "pep."

"Pep" carried us all through the war; it must carry us through the period following.

## PROPER PROPAGANDA

EVERYONE who has the remotest interest in making money ought to be concerned enough in the welfare of all commerce to do and say everything honest and reasonable to foil the unreasonable pessimist. It is in such soil as we have now that this weed flourishes. The silver lining of every cloud, which may be perfectly apparent to every seeing eye, does not interest him in the least. He far prefers to contemplate the dark side and dilate upon the perpetuity of its blackness. He is the arch-enemy of good business health and every good business man must see the importance of making him impotent. Hence these preachments on maintaining the morale of the buyer.

A speaker addressing a group of wholesale implement men some nights ago said something like this: "You people have a tremendous influence to wield and a good many of you don't know it. Get the right slant on the business situation now and pass it on. Probably, in the aggregate, you have a thousand travelers. Their attitude depends upon yours. If you wear blue spectacles, they are sure to amble out and buy each a pair for himself. If, on the other hand, you analyze the situation thoroughly, up one side and down the other, solely on the face of the facts, few of which are in the slightest degree of negative value, then publish your best conclusions to your representatives, the effect is bound to be altogether good. Urge your men to carry the message to the dealer. Tell them to urge the dealers to give it to the farmer. The latter will interchange it among themselves and it will eventually reach the whole people."

That sort of propaganda is absolutely justifiable. No intelligent objection can be offered. It is simply common sense.

## THE HIGH COST OF FEEDING

WORKING or loafing, a team of horses costs nearly two hundred dollars a year for board. In the days when good pasture was plentiful, the item of feed was not so considerable. But the tendency nowadays is for the farmer to cut down his meadow and plant it to food-producing crops.

A tractor on the average well-rounded farm can be made to displace two teams of horses. Thus something like four hundred dollars' worth of feed is saved and, if the farmer has made a good tractor choice, his farm is operated with greater efficiency. This is just one argument in favor of what old-fashioned people call the "iron horse."



# Cancellation of Orders Causes Confusion

## Manufacturers Feel the Results of the Cessation of Hostilities

New York, Nov. 26.—The suspension of hostilities in Europe, and the preparations now being made for a lasting peace throughout the world, have been reflected in the steel industry by most radical changes. The cancellation of war contracts for munitions are being followed by either the suspension or cancellation of contracts for steel and iron products. Although the Government is acting conservatively in an endeavor to safeguard industry, the sweeping changes that must follow the transition from a war to a peace basis must bring dislocations in methods and practices in foundries, mills and shops.

It is estimated that Government war contracts calling for expenditures of \$750,000,000 to \$1,000,000,000 have already been either cancelled or suspended, and when the Allies' contracts, placed in this country, are considered, the aggregate value of war contracts that must be adjusted will be greatly increased. The United States Government in not a few instances is permitting work to be continued, where material is already on hand, to complete contracts, but it is notable that the policy of the British government is to stop everything that is 90 percent finished, ordering all war products to be realized on at scrap value.

### Many Protests Are Expressed.

The Ordnance Bureau of the Naval Department has cancelled contracts amounting to over \$421,000,000, the cancellations by the War Department amount to considerably more and there is much concern in the machinery industry over the attempt of munition makers in the central West to make flat cancellations of orders for a large number of tools without compensation or reparation being considered. Even the Government acting through the Rock Island arsenal has asked the cancellation of orders and even that some machines already delivered be taken back. The result is that senators and congressmen are being showered with protests against indiscriminate and abrupt cancellations. The result of such action, it is pointed out, may be not only serious financial loss but even bankruptcy. In other sections many munition makers are willing to compensate tool makers on an equitable basis and to include these amounts in their claims to the Government for final adjustment and settlement.

The Railroad Administration has

cancelled orders for 40,000 cars and for 1,500 locomotives designed for shipment to the American Expeditionary Forces in France, contracts for which were placed scarcely more than a month ago. The failure to build these cars and locomotives means



WHAT the Allies want is a just peace; what the Germans want is just peace.

ANYHOW, the Yanks got to show the Hun their own special version of the Battle of Sedan.

THE kaiser vowed that he would not abandon his people, thus making a noise exactly like the proverbial millstone.

GERMANY, it seems, wouldn't sincerely consider peace until its unholy alliance with Austria-Hungary, Bulgaria and Turkey flew into pieces.

THOUGH the headline in the I. & T. T. J. announced "No Bar to Convention," other delectable features of the Mid-West gathering in Omaha compensated.

WRIGHT PATTERSON, president of the Western Newspaper Union, urges that we make the Hun pay for his destruction. Eventualities will probably prove Patterson right.

DOWN with the bolshevik! We're of and for the bourgeois, since we can't be nonpareil. If that leaves you up-in-the-airish, call up your local molder of public opinion. He has to juggle the dernstuff.

AN English correspondent, bemoaning the country is laboring under such unsatisfactory conditions, informs us that agricultural tools are to a great extent locally distributed by manure stores. No wonder the business there is in bad odor.

FOR a long time some of the people of the northern peninsula of Michigan have talked separate statehood. The name Superior has been suggested for the proposed commonwealth. Why not go the lake one better and make it Superlative?

SINCE our impeccable moral code, in collaboration with our family doctor, inhibits us from smoking, chewing and drinking, our natural supply of devilishness just had to have some outlet; so we went and bribed an artist to devise the device which serves as a capital for this graceful column.

WE have no present means of checking up whether it was ourself or Colonel George Harvey who first called the ex-imperial imbecile "William the Damned"; probably neither. But no matter. What we really have on our mind is a motion that History hang that designation on him forever. We seem to hear, not only a second, but a hundred-millionth.

700,000 tons less steel to be rolled by the mills. The Administration has also held in abeyance 300,000 tons of rails that were wanted for American military operations in France. It is also of significance that the Railroad Administration has taken a stand against buying railroad equipment for domestic service until prices of iron and steel have declined. This action is in marked contrast to the sentiment that prevailed at the conference in Washington last week between steel manufacturers and the War Industries Board when it was agreed to continue cooperation between the Government and the industry.

### Army Cancellations Are Heavy.

In addition to heavy cancellations of orders for shells and therefore for shell steel, the War Department has cancelled contracts for 25,000 motor trucks, the construction of which would call for 70,000 tons of steel. In the last few days, additional orders for auto cars, gun carriages, special guns, fighting tanks and cranes have also been cancelled. The adjustment or cancellation of orders for aircraft have been large, estimated between \$70,000,000 and \$100,000,000. These contracts involve sub-contracts for airplane motors and other equipment.

The Emergency Fleet Corporation, on the other hand, is preparing to continue work at the shipyards throughout the entire period of 1919, but much of the steel for this purpose has already been rolled and shipped. Surplus stocks of plates and shapes for shipbuilding now amount to 1,500,000 tons, so that ship steel is not likely to fill the vacancy in the mills made by the cancellations of shell steel. If the program outlined by Mr. Schwab is carried out, 700,000 tons deadweight of shipping will be built each month calling for the consumption of about 50,000 tons of steel shapes by next spring. E. N. Hurley, chairman of the United States Shipping Board, estimated recently that the present shortage in the world's merchant ships is at least 20,000,000 tons deadweight.

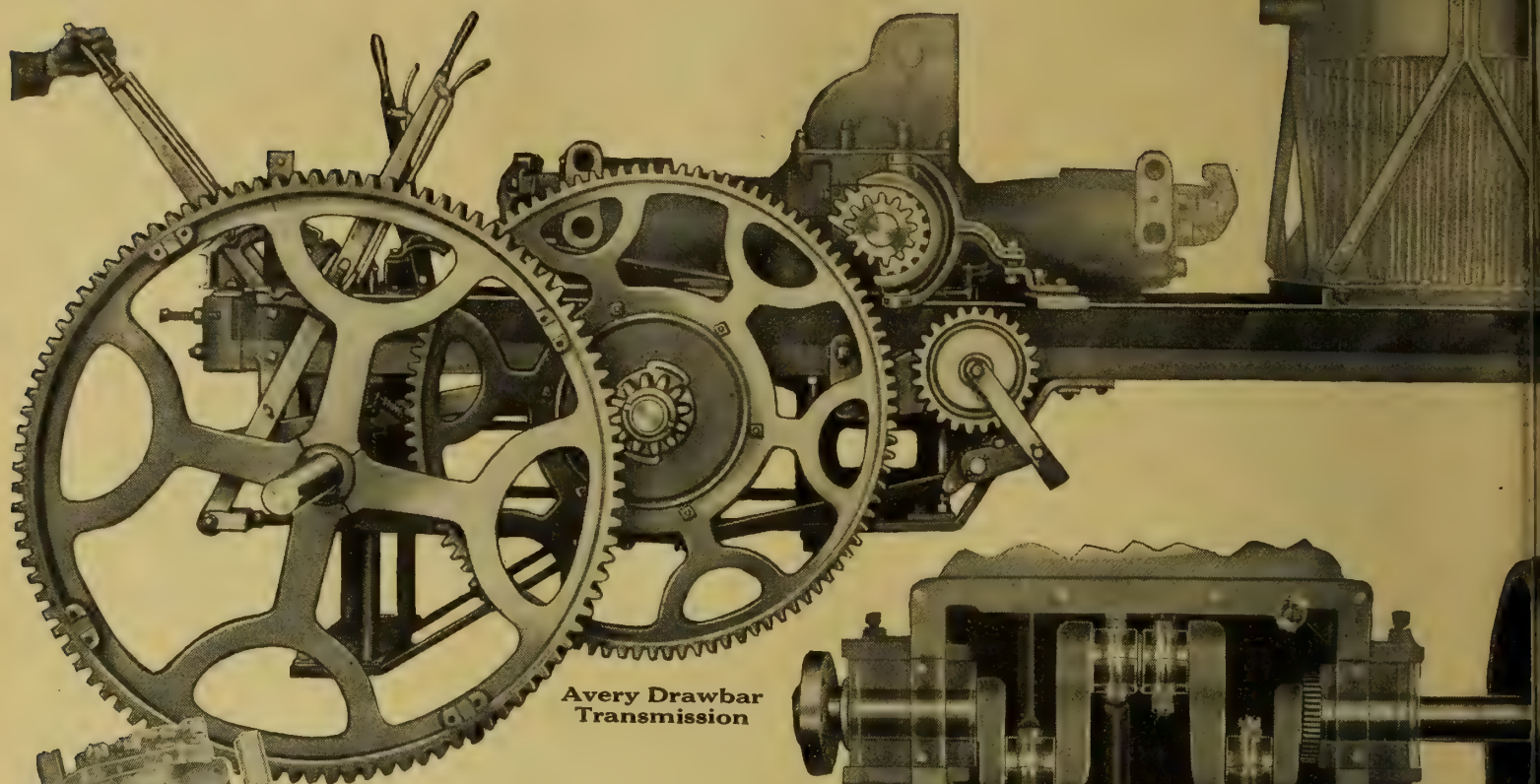
### Try to Get Back to Normal Work.

Manufacturers generally are turning to commercial work as rapidly as possible. Makers of agricultural tractors and automobile manufacturers in making active preparations to resume

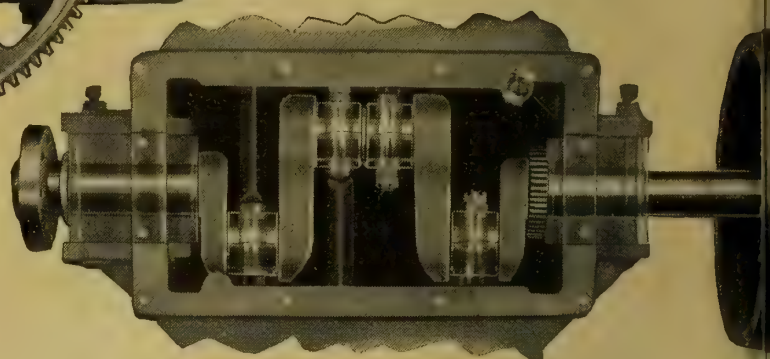
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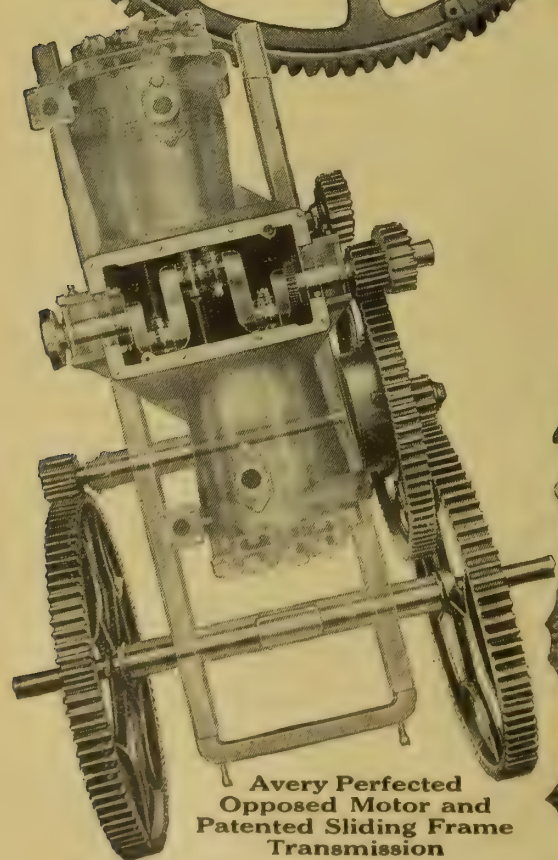
# The Most Efficient



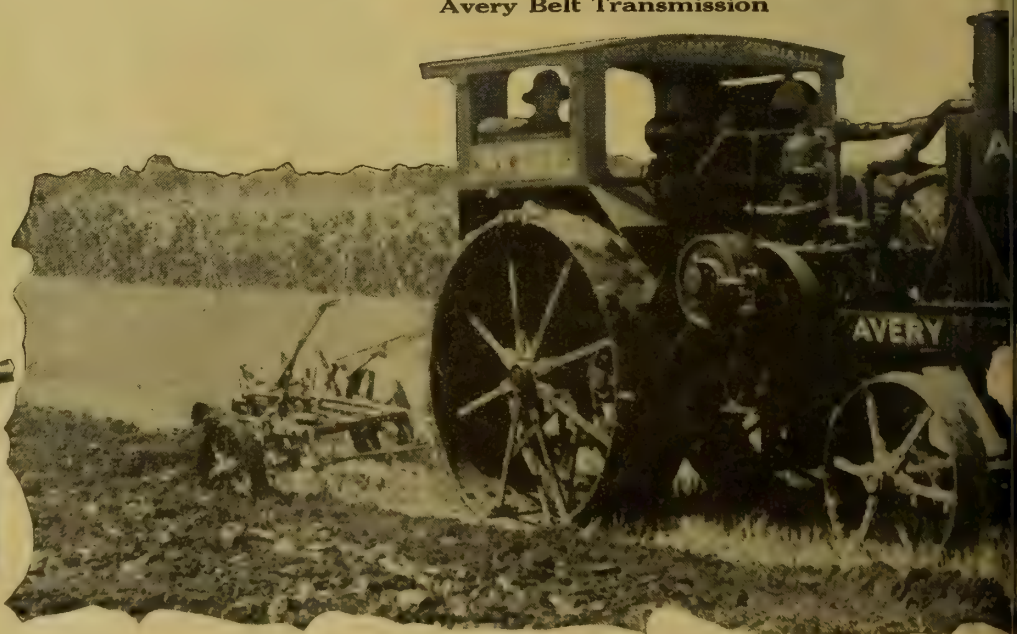
Avery Drawbar  
Transmission



Avery Belt Transmission



Avery Perfected  
Opposed Motor and  
Patented Sliding Frame  
Transmission



One of the Sizes of Avery Tractors--Built in One Standardized Design, in



# Tractor Transmission System Built

**T**HE Avery Patented Sliding Frame Transmission is an exclusive and protected Avery Tractor feature that is making sales and satisfied customers for Avery dealers. It is simple; it stands up under heavy-duty tractor work and delivers the power to the belt wheel and drawbar with the least possible loss.

It is the only tractor transmission system built that makes possible a direct drive in either high, low or reverse gear, or in the belt. And what's more, it requires only one clutch—only three shafts—only three gear contacts and only eight gears between the motor and the drawbar. All intermediate gearing, shafting and bearings are eliminated. All gears are straight spur gears, which years of steam tractor experience have proven to be the most successful for heavy-duty traction work. All gears are open and located outside the frame, where they are easily accessible yet are well protected. All are made of steel and semi-steel, which means that they are able to stand up under hard strains that tractor gears must meet.

The belt pulley is mounted directly on the end of the crankshaft. There are no bevel gears between it and the motor and no extra crankshaft bearing on the frame of the tractor. All of the power of the motor is delivered directly to the belt. None is lost through extra bearings, or by turning corners through bevel gears. Because the Avery

perfected opposed motor runs at low speeds, we are also able to use a large belt pulley, which grips the belt better and insures better running of the machinery.

These features make the Avery Patented Sliding Frame Transmission the most efficient transmission system built.

All of these and many other exclusive Avery features are built into all of the five standardized sizes of Avery Tractors. Avery features are making big sales and satisfied customers for Avery Dealers everywhere.

## Be An Avery Motor Farming Specialist

Sell the complete standardized Avery Line of Motor Farming Machinery. The Avery Line consists of five sizes of kerosene tractors, all built alike from the 8-16 to the 40-80 h. p.—the special Avery 5-10 h. p., which is the smallest and lowest priced tractor built, price \$550.00 f.o.b. Peoria; the Avery Motor Cultivator and the complete line of Avery Threshers and Tractor Plows built in sizes for every size tractor. Avery Machinery is in successful operation in all 48 States in this country and 61 foreign countries. Find out if your territory is still open.

**AVERY COMPANY, Factory and Main Office, Peoria, Illinois**

*Branch Houses: Madison, Fargo, Omaha, Minneapolis, Grand Forks, Sioux Falls, Aberdeen, Billings, Lincoln, Des Moines, Indianapolis, Columbus, Kansas City, Wichita*

**Jobbers: AVERY COMPANY OF TEXAS, Dallas, Amarillo and Beaumont, Texas**

*Also Other Principal Machinery Centers*

# AVERY

**Motor Farming, Threshing  
and Road Building Machinery**

es to Fit Every Size Farm



# News of the Industry

## Form the Denver Tractor Club.

Tractor distributors of Colorado and especially Denver at a meeting Monday, Nov. 23, at the offices of the Oliver Chilled Plow Works perfected the organization of The Denver Tractor Club. Its formation came as the result of a growing demand for an organization of the tractor distributors to act as a forum for the handling of various topics and problems affecting the business.

The officers of the new organization: President, L. L. Clinton, Avery Co.; vice-president, Alston M. McCarty, Mountain States Tractor Co., Fordson tractors; secretary and treasurer, J. H. Chase, J. I. Case Plow Works; board of directors, C. S. Norton, Norton-Buick Auto Co., Leader tractor; E. E. Scott, Hart-Parr and Rumely tractors; D. P. Hogan, Cole Motor Sales Co., Cleveland tractor; F. M. Ross, Oliver Chilled Plow Works, and William Seigham, Gray tractor.

## James L. Henning Dies.

James L. Henning, manager at Saskatoon, Can., for the Massey-Harris Co., died of pneumonia Nov. 9. He was 40 years old and had been connected with the Massey-Harris company nearly all of his business life. He became office manager of the Saskatoon branch in 1908 and manager in 1915.

## Silo Makers to Join N. I. & V. A.

Manufacturers of silo fillers will hold an important meeting at the Hotel LaSalle, Chicago, Dec. 6, at which time those belonging to the National Implement and Vehicle Association will perfect the organization of a silo department. The manufacturers were formerly served by the National Silo Association, which, at its annual meeting at Columbus, O., October last, recommended that its members individually take membership in the National Implement and Vehicle Association.

## Made Western Sales Manager.

The Turner Mfg. Co., Port Washington, Wis., announces the appointment of A. L. Bergsten as district sales manager for the West.

Mr. Bergsten is well known in implement and automobile circles, as he

has been identified with the industry for many years. For a number of years he was in the hardware and implement business in Iowa, and spent seven years with the John Deere Plow Co. as division sales manager, in charge of the Iowa territory. He but



A. L. BERGSTEN

recently resigned his position with an automobile company and associated himself with the Turner organization.



Glanville Hart, new general manager of the Samson Sieve-Grip Tractor Co., Stockton, Cal. Mr. Hart was in charge of service and sales for a large part of the California trade of the company.

## To Discuss Post-War Subjects.

One of the biggest automotive occasions in New York this winter will be the Carry-Through meeting and Victory dinner of the Society of Automotive Engineers, to be held Jan. 12 to 14.

The technical sessions will be devoted to war and post-war subjects. The views of many men who have been engaged actively in France with the United States Army or in the work of the Allies will be given. There has never been a time when S. A. E. members were so active as now in joint professional work, because there are so many absorbing subjects before the engineering world of fundamental value to the Nation. It is felt that the time is at hand to acquire broader ideas and entirely new conceptions of engineering effort.

A number of scientific subjects relating intimately to the automotive industries, fuel, thermo-dynamics of the internal combustion engine, tanks, types of post-war automobiles, radial-type aeronautic engines, and farm and road tractors will be discussed. The recent intensive work in aircraft engines and the lessons to be learned therefrom for use in automobile practices will be discussed thoroughly. Facts ascertained from the use of motor trucks in the war will be pointed out as affecting commercial practice. The development in motor patrol boats will be explained, as well as important features of stationary and farm engines and motorcycles for delivery and messenger service.

The dinner will be held in the ball room of the Hotel Astor. The Allied victory will be celebrated, service being with due regard for food conservation. There is little doubt that the meeting will be one of the greatest gatherings of S. A. E. members.

## Want Prison Implement Plant.

A campaign to secure legislation for the establishment of a state prison implement plant will be begun by the Wisconsin branch of the American Society of Equity, a farmers' organization, according to an announcement recently made. The plan is for the introduction into the state legislature next January for a bill appropriating \$100,000 to build such a plant. An effort of the same kind was made several years ago by this organization, but met with little support.



## Made Canadian Representative.

The Parlin & Orendorff Co., Canton, Ill., will in the future be represented in Manitoba, Saskatchewan and Alberta by the Hart-Parr of Canada, Ltd., with headquarters at Winnipeg and branch houses at Regina, Saskatoon and Calgary.

The company will handle the entire P. & O. line of plows, harrows and other tillage implements that are suitable to meet the requirements in the above named provinces. Complete lines of these implements and repairs for same will be carried at the four houses of these agents.

The P. & O. line was introduced in Canada thirty years ago. Hart-Parr of Canada, Ltd., is a well known sales organization with a large traveling force.

## Hay Press Manufacturer Dies.

J. S. Tuttle, inventor and manufacturer of hay presses at Leavenworth, Kan., dropped dead at his factory Nov. 12. Death was due to heart disease. He had not been actively in charge of the work at his factory for several months on account of ill health.

Mr. Tuttle was 57 years old and had been in the hay press manufacturing business for 24 years. His factory was originally located at Iola, Kan., and was moved to Leavenworth about a year ago. He is survived by his wife and one son, Raymond W. Tuttle, of Washington, D. C.

## Stinson Company Buys Plant.

The Stinson Tractor Co., Minneapolis, Minn., has taken over the plant of the Continental Motor Truck Co., Superior, Wis. The building is 50x150 feet and cost \$50,000. Equipment for the manufacture of the Stinson company's 18-36 hp. tractor will be installed and operations will begin early in December.

The Stinson company has a capital stock of \$500,000. The officers are Leslie Stinson, Grand Forks, N. D., president; C. H. Stinson, Minneapolis, vice-president and general manager; and F. W. Gleeson, Minneapolis, secretary and treasurer.

## William K. Shelly Is Dead.

William K. Shelly, vice-president and general manager of the Tiffin Wagon Co., Tiffin, O., died at his home in that city recently.

Mr. Shelly was 75 years old and had been prominent in the wagon business for many years. He spent his youth in Peoria and in 1888 went to Tiffin

as general manager of the American Strawboard Co. In 1899 he organized the Tiffin Wagon Co., which later took over the plant of the Tiffin Agricultural Works. In recent years the company has devoted itself largely to the manufacture of trucks, including motor trucks. Mr. Shelly was a brother-in-law of Martin Kingman, for many years prominent in the farm implement industry.

## Will Make Bissell Disks Here.

McAdam & Sons, Barker, N. Y., have made arrangements with the T. E. Bissell Co., Ltd., Elora, Ont., to manufacture several styles of the Bissell disk harrow. The McAdam company has been general agent for the Bissell lines in the eastern states for several years and the arrangements are the result of the growing demand.

## Trade Conventions.

### December.

Michigan Implement and Vehicle Dealers' Association, Kalamazoo, Mich., Dec. 3, 4 and 5; Secretary, L. F. Wolf, Mt. Clemens. Implement show in connection.

Iowa Implement Dealers' Association, Des Moines, Dec. 3, 4 and 5; Secretary, T. F. Wherry, Hampton. Tractor show in connection.

Illinois Implement and Vehicle Dealers' Association, Peoria, Dec. 3, 4 and 5; Secretary, W. L. Derry, Vermont. Implement show in connection.

Oklahoma Hardware and Implement Association, Oklahoma City, Dec. 10, 11 and 12; Secretary, W. B. Porch, 204 Indiana Building, Oklahoma City.

Wisconsin Implement Dealers' Association, Milwaukee, Dec. 11, 12 and 13; Secretary, R. G. Nuss, Madison. Implement show in connection.

### January.

Indiana Implement Dealers' Association, Indianapolis, Jan. 8, 9 and 10; Secretary, T. H. McGeorge, Covington.

Minnesota Implement Dealers' Association, Minneapolis, Jan. 7, 8 and 9, 1919; Secretary, C. I. Buxton, Owatonna.

Mississippi Valley Implement Dealers' Association, St. Louis, Mo., Jan. 21, 22 and 23; Louis J. Ringe, Secretary, St. Charles, Mo.

Mountain States Hardware and Implement Association, Denver, Col., Jan. 21, 22 and 23; Secretary, W. W. McAllister, Boulder, Col.

North Dakota Implement Dealers' Association, Fargo, Jan. 22, 23 and 24; Secretary, R. A. Lathrop, Hope. Implement show in connection.

Pacific Northwest Hardware and Implement Association, Spokane, Wash., Jan. 15, 16 and 17; Secretary, E. E. Lucas, Spokane.

South Dakota Implement Dealers' Association, Sioux Falls, Jan. 14 to 17. M. G. Drake, secretary, Vermillion, S. D.

Texas Hardware and Implement Association, Dallas, Tex., Jan. 21 and 23. Secretary, A. M. Cox, Dallas.

Western Retail Implement, Vehicle and Hardware Association, Kansas City, Jan. 14, 15 and 16; Secretary, H. J. Hodges, Abilene, Kan.

Eastern Implement and Vehicle Dealers' Association, Philadelphia, Pa., Jan. 25, 26 and 30; Secretary, Grant Wright, Philadelphia.

### February.

Fourth Annual National Tractor Show, Kansas City, Mo., Feb. 10 to 15; Guy H. Hall, Secretary, Kansas City Tractor Club, Sweeney Building, Kansas City.

Kentucky Hardware and Implement Association, Louisville, Ky., Feb. 25, 26 and 27; Secretary, J. M. Stone, Sturgis.

Mid-West Tractor-Thresher Show, Wichita, Kan., Feb. 18 to 22; F. G. Wieland, Secretary, The Wichita Tractor and Thresher Club.

## Aspinwall Stockholders Meet.

The annual meeting of the stockholders of the Aspinwall Mfg. Co., Jackson, Mich., was concluded in the company's offices Nov. 19. It was declared that the report for the past season was most excellent and prospects are more than fair for the ensuing year.

Directors of the company elected officers as follows: President, L. A. Aspinwall; vice-president and general manager, C. G. Rowley; treasurer, G. N. Whitney; secretary, J. A. Parkinson, Jr.

## Credit Men to Meet Dec. 3.

The Credits and Collections Department of the National Implement and Vehicle Association will hold its annual meeting at the Congress hotel, Chicago, Dec. 3.

Readjustments following the period of the war will present many problems. Among the topics to be handled by big credit men are: Credit problems attending war readjustments from the standpoint of the manufacturer or wholesaler, modern collection methods, trade acceptances, and uniform property statements. C. E. More, association attorney, will address the meeting on the subject "Uniform Sales Law."

Wm. M. Onion of Deere & Co., who has seen over-seas service with the Army Y. M. C. A., will tell the credit men of his war experiences. The Department will elect officers for the coming year.

## Kopac Bros. Entertain Force.

The salesmen and branch managers of Kopac Bros., distributors of tractors and automobiles of David City, Schuyler, Columbus and Norfolk, Neb., were entertained by the company at a dinner in David City Nov. 8. The firm handles Emerson tractors and power farming machinery in 35 counties in Nebraska and two in South Dakota. It was announced that the volume of business the last year was over \$600,000 and was expected to reach \$1,000,000 this year.

## Chief Gunner's Mate Weds.

Arlie Danielson, son of Derooy Danielson, implement dealer of St. Francis, Kan., and who is now a chief gunner's mate in the United States navy, was married to Miss Iva Riddell of St. Francis Oct. 6. The wedding took place at the home of the bride's parents, Mr. and Mrs. A. Riddell. The young couple will go to San Pedro, Cal.





### Fought at Chateau Thierry.

PRIVATE WILFORD A. DENNIS, a rider in the 130th Regiment of Field Artillery attached to the 35th Division, had a part in the battle of Chateau Thierry, according to a letter which has just been received by his father, J. W. Dennis, sales manager for the Stowe Supply Co. The letter written Oct. 8 in part is as follows:

Just a few lines to let you know I am still well. I suppose you have seen by the papers what the 35th has been doing. We have been through it all. We have killed the Huns just as fast as they could come up to us.

I sure wish I could tell you all that I have seen. We were in a drive that made the Chateau Thierry look like a nickel. We started a barrage about 11 o'clock one night, then the infantry went over the top at six o'clock. They advanced several kilos, then we moved up several. There were eight days of firing, day and night. We were in about three stages of hell, but the conditions were as good as could be expected under the circumstances. There were dead Germans every where around, they simply lay in piles.

You came mighty near getting your little insurance. Fritz had my reflection on about eight of his shells and shot one of my horses from under me, killing it. They were hitting as near to me as 10 to 20 feet. After my horse was killed all that was left for me to do was to seek the deepest shell hole I could find. I was taking lots of chances. Our old division did wonderful work. When we had laid down our barrage it just wiped everything clean. We shelled a hill, a German stronghold that was covered with all kinds of machinery, machine guns and everything, and after we

changed our target you could look and the hill was perfectly bare. We had swept everything from it.

It seems like a shame to slaughter people in this way, but it is necessary, I guess to do it. I will be glad when it is over.

### Aviator Dies in Action.

LIEUTENANT CHARLES S. JOHNSON, formerly sales manager of the Shotwell-Johnson Co., Minneapolis, Minn., and who entered the Canadian flying service, was killed in action in France Aug. 13. He was with a squadron which was making a bombing expedition over Cologne, Mannheim and other Rhine cities. On the return Lieutenant Johnson lost control of his machine over Plowgsteert and fell.

He had taken part in a bombing expedition in which he and four other British aviators were attacked by twenty German planes, and in a letter to his parents received about two weeks before the notice of his death, he told of bringing down his first Hun plane. He was 23 years old. He is survived by his parents and one sister.

### Wounded at the Argonne.

GEORGE C. ADAMS, son and junior partner of J. C. Adams of the firm of J. C. Adams & Son, Lyndon, Kan., who is with the 35th Division in France, was wounded by shrapnel at the battle of the Argonne late in September. Though he received a number of shell fragments in his body, he was able to get back to the first aid station and writes his father that he is "getting along nicely." The young man was among the first to enlist from Lyndon, which sent an unusually large

contingent of volunteers into the service. His father understands that the injury is not permanent.

### Company Has Three Gold Stars.

ALEC SUTHERLAND, HARRY PICKETT and OLE STAXRUD are three former employes of the Minneapolis Steel & Machinery Co. who have died in service.

Ole Staxrud, who entered the Army last March, was killed in action. Harry Pickett died of influenza at Portsmouth, Va. Alec Sutherland, after four unsuccessful attempts to enlist in the United States Army, was accepted in the Canadian Army, and died in action Oct. 2.

ELMER LINDQUIST, former employe of Deere & Co., Moline, Ill., has arrived overseas, according to word received at his home at Moline.

### New England Dealers Organize.

The New England Implement Dealers' Association was formed recently at Boston, Mass. The officers are as follows:

President, James D. Phelps, Windsor Locks, Conn. Vice-presidents, J. A. Dunning, Bangor, Me.; W. B. Ross, Worcester, Mass.; G. F. Williams, Providence, R. I.; Alfred Rosenberg, Jr., Rockville, Conn. Secretary-treasurer, Frank B. Robinson, Natick, Mass.

Directors: C. N. Bacon, Springfield, Mass.; E. P. Webster, Lewiston, Me.; W. H. Peckham, Boston, Mass.; Joseph F. Brech, Boston, Mass.; E. P. Brewer, Hartford, Conn., and W. El-kerton, Natick, Mass.

## TRACTOR WHEELS



All Sizes and Capacities

Mechanical detail and superior merit the result of twenty-five years of specializing in steel wheel manufacture.

We manufacture wheels to conform to special requirements of tractor builders.

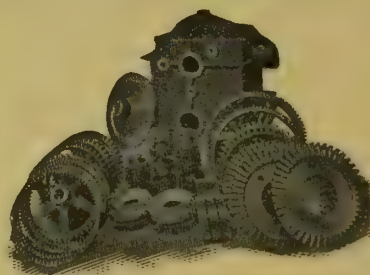
Inform us of your requirements and take advantage of such help as can result only from our broad and long experience.

We also manufacture steel wheels for all other purposes.

**FRENCH & HECHT**

Successors to

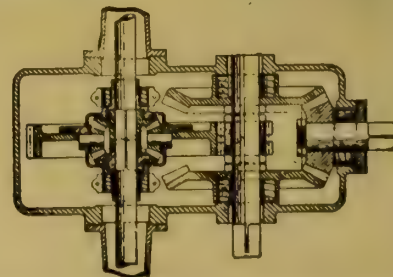
Bettendorf Metal Wheel Company  
Davenport, Iowa and Springfield, Ohio



## TRACTOR

GEARS AND TRANSMISSIONS

Our facilities and expert knowledge of the tractor business enable us to give you the best possible service and engineering advice. Consult us freely.



William  
Ganschow  
Co.

Chicago

Washington Blvd.  
at Morgan St.



## NO PRICE RECESSION FOR MANY MONTHS

(Continued from page 25)

duty on the part of every farmer, and likewise on the part of every dealer to contribute in every possible way to it.

### Still a Loud Call for Steel.

From the BUTLER MFG. Co., Kansas City:

Before the United States entered the war there was no regulation of steel prices, but when the Government established prices it reduced them and there is considerable doubt in our minds as to when the Government removes the regulations just what will be the result. There is a chance that steel will be higher or possibly lower. The way we look at it, the present demand would justify higher prices for steel, especially if the present high labor scale is maintained.

The activity in so many industries is bound to continue or increase. Take the oil industry, for instance. New wells have not been drilled in "wildcat" territory on account of the restrictions surrounding the use of steel, nor have new refineries been constructed because of the financial situation, etc., but the banks will be able now to lend money on new enterprises and increased activity is already apparent in this industry.

The automobile and accessory business has been restricted probably more than any other industry, due to their great demand for steel. The stocks are depleted so it will require considerable time for them to get back to normal and will cause a big demand for steel.

### Nothing Discouraging in Sight.

From W. R. LUMRY, general sales manager, Associated Mfrs. Co., Waterloo, Ia.:

Now that it has been demonstrated that might, of itself, does not constitute right, and cannot permanently stand against it, we are immediately confronted by the question of what the coming of peace is going to do to American business generally, and to the implement industry especially. There is one outstanding thing that would appear to be very definitely settled, and that is, this old world, which has always looked pretty good to most of us, is going to permanently remain as a safe place in which to live.

Beyond this definite knowledge, it is to be presumed that one person's guess is as good as another's, but, looking at the situation from as many angles as it is possible for an implement man to get, there would not appear to be a single discouraging feature in sight.

It seems to be quite certain that the demand for all kinds of material and supplies for the support and rebuilding of those countries that have been so badly devastated will, in tonnage and value, be greater than have been the demands of war. The very many millions of people whose homes and farms have either been destroyed, damaged or neglected, must have food, clothing and other supplies which they cannot themselves furnish for a considerable length of time.

The situation would seem to call for a continuation of high prices for everything that the farmer produces for a period of at least two years. It would appear quite certain that not only must Europe have large supplies of what the farmer produces, but that we must continue to furnish them very many of their farm implements and much building material of all kinds. Our own domestic needs will continue to be large so that, from any possible viewpoint, we can see nothing discouraging in the situation. Implement factories that have any established export trade will certainly be very glad to have the "war ration" of 75 percent of material purchased last year modified, as it is already very apparent that the export demand will be heavy and urgent.

With the very heavy load under which all the world has been laboring lifted, there would not appear to be reason why anyone in the implement trade should be pessimistic, when for two years the farm value of all the corn, wheat, oats, hay and live stock in the United States has been more each year than twice the average value of the same staple crops for the past ten years, all of which years have been prosperous. There is nothing in the situation to indicate that the years just before us will bring to agriculture less of any good thing than those just past. Nor is there any good reason to presume that business will not be good in the farm implement industry as long as the farmer continues to be prosperous.

### Start the Good Roads Move.

From GEORGE HANSON, Havana Mfg. Co., Havana, Ill.:

So far as we are able to judge conditions, food prices are liable to be just as high as at the present time for the next year at least, and so long as food prices maintain their present level it will be dangerous to do anything whereby labor cannot receive as much for their work as at the present time.

This would involve, in our opinion, the Government taking such steps as may be necessary to maintain prices of raw materials and finished products for at least six months before the release of trade conditions to adapt themselves to supply and demand.

There will of necessity be a stoppage, in large quantities, of munition production and a consequent lessening of demand for labor to produce munitions and the reduction of abnormal wages that have been paid for skilled labor, but with the right kind of handling of the subject by Government authorities, machinery and men working on munitions can be changed over, in a short time, to the production of material that is necessary for the development of the country.

This is the time, in our opinion, when the movement for good roads should receive all the encouragement that we can possibly give, as a large amount of labor that will be at liberty when the soldiers return can be occupied in work that will give them fair wages and that will be of lasting benefit to the country at large.

### Living Cost Not to Fall.

From J. A. KEES, F. D. Kees Mfg. Co., Beatrice, Neb.:

The prosperity of the Central West is on a firm foundation. Food won the

war. Now we are called upon to feed the starving millions of central Europe and Russia in addition to what we have been doing. Australia, India and South America will help but the greatest responsibility rests upon America.

Next spring will see many of the European fighting men back in the fields, but agriculture, like everything else, is disorganized. Implements and work animals are gone and the soil itself is battle-torn. For these reasons the American farmer will continue to receive high prices for every pound of crops that he can produce.

Farmers have money now. Aside from localities where the corn crop was poor, farmers were never more prosperous. For patriotic reasons they have not bought many things that they need, nor made necessary improvements and repairs. Now that he is at liberty to do so, the American farmer is going to buy the things he wants and needs. He may hold off a little expecting lower prices, but this will not last long, for his needs are real. He knows that what he has to sell has advanced much more in proportion than what he buys.

In all lines there may be a tendency to wait for lower prices, but even though the supply of all commodities will soon be greater which would tend to lower prices, there is a big demand that could not be satisfied before which will soon strengthen all markets. When we consider that large building has been at a standstill, that stocks of all kinds are low, that immense tonnages that railroad maintenance has not been kept up, that the neutral importing nations have been unable to buy what they need for over four years, it becomes evident that there is a wonderful reservoir of unfilled and deferred demand which will take the place of the strictly war demands which have kept factories busy.

The cost of living will not fall rapidly, so wages must remain high. The tremendous war debts that have piled up must be paid in heavy taxes. The overhead expense of manufacturers will remain high. Manufactured products cannot decline rapidly. There will be some unemployment in the strictly war industries. No matter what plans have been made for after the war, it will take time to put them into effect. The East no doubt will suffer depression, but so far as the "Bread Basket of the World" is concerned there is wonderful prosperity ahead.

### Would Abolish Agricultural Board.

From L. M. TURNER, Turner Mfg. Co., Port Washington, Wis.:

As we see it, the change from a war to a peace basis must be made gradually. Naturally American manufacturers are going to be called upon to make some very swift turns. It is impractical for the manufacturers to proceed even in a minor degree with the making of war materials. This would be needless waste, except to assemble such parts as they have completed and to work up the material they have on hand.

This naturally will require a short time but it will relieve the strain on the steel mills and foundries and should turn loose a certain tonnage of steel and metal. The distribution of this metal should be handled with great care. The demand for food today and the imple-



# "NORMA" PRECISION BALL BEARINGS

(Patented)



National conservation, rightly understood, contemplates the manufacture, sale, and use of machinery and equipment possessing within itself the maximum of "staying power". Repairs and replacements on old equipment may be an economical virtue. But a truer conception of economy demands the making of machines so good that repairs and replacements are minimized.

Builders of high-grade ignition apparatus and lighting generators—and builders of the high-grade cars, trucks, tractors, power boats and airplanes on which they are used—know that the superlative dependability of "NORMA" Ball Bearings contributes largely to the trouble-proofness of any equipment of which they are a part.

BE SURE. See that your Electrical Apparatus is "NORMA" equipped.

## THE NORMA COMPANY OF AMERICA

1790 BROADWAY  
NEW YORK

BALL, ROLLER, THRUST, COMBINATION  
BEARINGS.

ments with which to produce it is as great as the cry for guns and ammunition at the outset of the war. In fact, where we made bullets before, we must now make bread.

In spite of this demand, which is recognized universally, the bars have been lifted on the building materials, and the automobile has been authorized to manufacture up to 75 percent of its normal production. Yet farm machinery, which was cut to 75 percent, is permitted only 87½ percent of last year's production. In view of the situation that exists and the apparent need for foodstuffs, it hardly looks as though we were approaching the situation in a logical manner.

The available material can very easily be consumed by the building trades, in fact, almost any industry if it is released indiscriminately. In our estimation, farm machinery is going to play one of the most important roles, making possible the cultivation of the devastated regions in France, Belgium, Germany and Austria. Naturally this is going to take a great deal of time, in fact, it will take twelve months. It will not be until the summer of 1920 that any kind of a crop can be raised in these countries.

As an instance of the natural demand for farm machinery that will arise in these countries, only yesterday we received a letter, inquiring if we could supply immediately one thousand tractors for shipment to Italy. These tractors are supposed to clear the American seaboard by Jan. 15. This is but one case, and with the cessation of hostilities it means that the demand for tractors and all agricultural implements will be greater than ever before in the history of the industry.

In our opinion, we believe that as a matter of economics, some definite action should be taken immediately to properly distribute the available metals in this country. We believe the buildings trade is entitled to a proportion of steel as we recognize the fact that a great many industries have been handicapped by the last four years of war, but we have successfully gone through a period of four years with a shortage of materials in all lines of work and if the war had continued for another year or two years, all of these industries could have gone ahead on the basis that they are at the present time.

The most important problem today is not the building of factories and houses, but the question of sufficient machinery to produce food with which to feed the world and the materials with which to build ships and railroads necessary to transport this food to the points where most needed.

The condition that now exists is much different than during the war. The American manufacturer bowed abeyance to the rulings that were made at that time, but peace is here and no longer should the Government be permitted to dictate through any one body of men whose interests are naturally centered in certain industries, the manner in which this material should be distributed.

Our present Agricultural Board at Washington should be abolished and in its place we believe there should be placed a committee of men representing the various industries of this country and these heads will be placed under the jurisdiction of our president, the question of properly distributing these materials, not for the benefit of any one

particular class of business but for the good of the entire world, and in order to get the greatest and quickest method of extricating ourselves, our Allies and former enemies from the present condition.

### Plants Will Run Overtime.

From G. M. MATSON, vice-president, John Lauson Mfg. Co., New Holstein, Wis.:

Now that we have won a glorious victory and the war is over, every implement and tractor factory will run overtime to supply the demand. The tremendous and immediate necessity for replacing depleted stocks and reconstruction work "Over There" and for construction held up on this side during the war will maintain high prices for another two years. Early buying will be necessary to insure deliveries on time. We must feed the world, Germany included, and high prices for farm products may be expected.

### What We Must Do.

From the HYATT ROLLER BEARING Co., Chicago.:

We agree with you that the farm equipment industry played a leading role in our glorious victory. The industry is sure to be congratulated. But let us not rest on our laurels. We have a great duty to perform. We must feed our Allies. We must prevent the reign of bolshevikism. Food will do it. We must now feed the world and this means greater effort and greater production of crops. This can only be accomplished by power farming. With this in view, we should plan for greater production and increase our selling effort. Price should be no consideration. Tractors are worth more than they cost today.

The Pacheco Motor Car Co., Inc., Oakland, Cal., has contracted for the sale of the Coleman tractor for the entire state of California.

## SIMPLEX Grain Graders

The No. 40 Simplex is **\$29.75**  
The Handy Farmers Mill **\$29. Retail**

**Capacity 40 to 60 bu. per hour**

Cleans and Grades in one operation,  
Wheat, Oats, Barley, Rye, Alfalfa,  
Grasses, Corn, Etc.

Write for Description and  
Prices on Complete Line.

## SIMPLEX SPREADER MFG. COMPANY

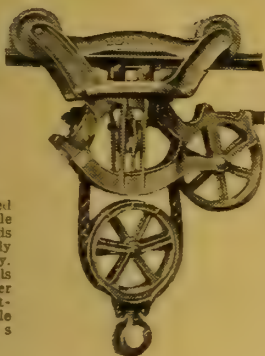
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KANSAS CITY, MO.



# LOUDEN

## Labor Saving BARN EQUIPMENT

Louden  
Senior  
Hay  
Carrier

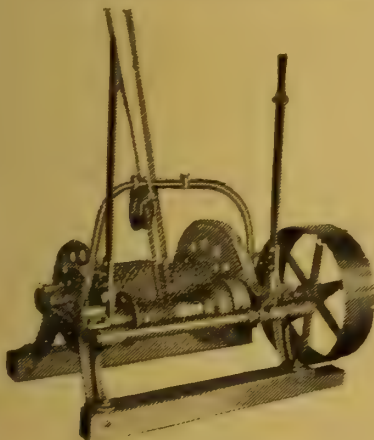


Guaranteed to handle 1,500 pounds continuously and safely. Never fails to register from whatever angle load is drawn.



Louden Balance  
Grapple Fork

Built of steel, carries half a ton without straining. Handles short or long growths equally well. Perfectly balanced, always drops hay where desired.



Louden Power Hoists

Saves the labor of a man and team in handling hay. Available for all the heavy lifting on the farm.

There is now an unprecedented sales opportunity in farm equipment that saves human labor and makes dairying more profitable. The farmers' buying power is greater than ever; dairying operations are expanding rapidly, improved methods are the order of the day.

**The Dealer With an Exclusive Louden Agency** is able to take advantage of this opportunity with a complete line of equipment that possesses distinctive selling power in points of superior merit—in simplicity, strength, convenience, economy and lasting service.

Known in every locality through its satisfactory service in over a million barns, kept prominently before farmer buyers through extensive continuous advertising, preferred by leading dairymen and U. S. Government experts. Louden Equipment brings with it a guarantee of permanent profitable business of steadily growing volume.

### Louden Dealer Service

is thoroughly organized, comprehensive, systematic. It keeps you in close touch with the factory and with the trade in your locality. Includes co-operation between our sales force and dealers in making sales; free service to prospective barn builders by Louden Architectural experts; illustrated literature bearing dealer's name on every Louden Equipment for free distribution to farmers; the "Louden Silent Salesman" which displays Louden goods on your floor, free "electros" for local paper advertising, attractive window hangers, etc.

There are scores of prospects for Louden Equipment in your locality—**right now.** Let us place you in position to gain and hold trade leadership with the exclusive agency for the oldest, strongest, completest barn equipment line in the market.

The complete Louden Line includes Sanitary Steel Stalls and Stanchions, Steel Animal Pens, Feed and Litter Carriers, Automatic and Detachable Water Bowls, Barn and Garage Door Hangers, Hay Unloading Tools, Window Ventilators, Feed Trucks, Power Hoists, etc. ---"Everything for the Barn."

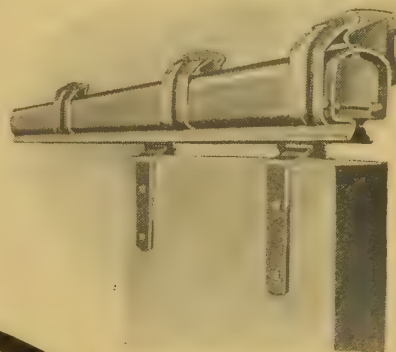
### The Louden Machinery Co.

(Established 1867)

Dept. 7810

FAIRFIELD, IOWA

Branches: Chicago, St. Paul, Albany, N. Y.



**LOUDEN BIRD PROOF BARN DOOR HANGERS**— Completely enclosed track and trolleys prevent clogging by trash, nesting birds, snow or sleet. Roller bearing trolleys make it easy to operate heavy doors.

**LOUDEN STEEL STALLS AND STANCHIONS** combine features of safety and comfort for cows found in no others. Distinctive in strength, simplicity and lasting service. Only stanchion that permits use of famous Louden High Built Up Feed Saving Curb.





## BRINGS PROSPERITY

Big harvests bring prosperity to a nation. Trade is brisk. Farmers are more eager to purchase the best implements. They see what good crops mean.

Oliver No. 1 improved cultivators do the kind of good work in growing crops that helps to make big harvests. These harvests keep your business booming.

It's the easy way that an Oliver No. 1 improved cultivator operates, allowing the farmer to give closer attention to the work of the gangs that will appeal to your customers. Oliver parallel gang construction keeps the shovels cutting full width always.

Your next year's business, like a growing crop will thrive when given proper preparation. The time to prepare is now. Your order for Oliver cultivators helps to make your business prosperous.

**Oliver Chilled Plow Works**  
Plowmakers for the World  
Kansas City, Mo. Omaha, Neb.  
Dallas, Texas



## DES MOINES WILL BE HOST TO IMPLEMENT MEN

(Continued from page 27)

Oliver Chilled Plow Works, Moline, Ill.

Hayes Pump & Planter Co., Galva, Ill.  
Emerson-Brantingham Co., Des Moines.

Rock Island Plow Co., Rock Island, Ill.

Cushman Motor Works, Lincoln, Neb.  
DeLaval Separator Co., Chicago.

John Deere Plow Co., Moline, Ill.  
Electric Wheel Co., Quincy, Ill.

Perfection Mfg. Co., Minneapolis.  
Woods Bros. Thresher Co., Des Moines.

Parlin & Orendorff Co., Canton, Ill.  
Western Silo Co., Des Moines.

Avery Co., Des Moines.  
Wistrand Mfg. Co., Galva, Ill.

R. Herschel Mfg. Co., Peoria, Ill.  
Herring Motor Co., Des Moines.

Clemens Auto Co., Des Moines.  
Dukehart Machinery Co., Des Moines.

J. I. Case T. M. Co., Des Moines.  
Minneapolis Steel and Machinery Co., Des Moines.

Advance-Rumely Thresher Co., Des Moines.

International Harvester Co., Des Moines.

Stover Mfg. & Engine Co., Freeport, Ill.

Ketchum & Co., Marshalltown, Ia.  
Fairbanks-Morse Co., Chicago, Ill.

Joel Turney & Co., Fairfield, Ia.  
Townsend Mfg. Co., Janesville, Wis.

Central Iowa Motor Co., Des Moines.  
Keystone Steel & Wire Co., Peoria.

Nu-Way Mfg. Co., Kewanee, Ill.

Huber Mfg. Co., Des Moines.

## TRACTOR BUILDERS DIS- CUSS RECONSTRUCTION

(Continued from page 31)

in charge of farm implement control, delivered a most interesting address on "Tractor Education."

### Reconstruction Congress Delegates.

A number of manufacturing matters were taken up during the meeting, including standardized belt travel, which was handled in a paper by Mr. Bartholomew and which caused much discussion. No definite action was taken, however, but the subject is of such interest that it will be made a feature of a later meeting of the department.

C. E. More, attorney for the association, addressed the meeting on "Legislation and its effect on prices, terms and warranties." So well received was Mr. More's address that it will be published for distribution among the association members.

The meeting appointed a committee to represent the department at the Reconstruction Congress of the National Chamber of Commerce at At-

lantic City, Dec. 4 to 6. Finley P. Mount, C. W. Hadden and S. E. Turkenkoph were appointed delegates.

## WE NEED A CAMPAIGN OF TRACTOR EDUCATION

(Continued from page 33)

a dealer should be paid for the work he does. It must be left to the dealer to determine what sort of a dealer he will be and what sort of service his customers require. You cannot put dealers all in the same mould and, if you did, they would not serve all the different demands perfectly unless the demands and conditions are all put into similar or corresponding mould. What I wish to impress upon the dealers is that they should not expect every other dealer to be as good a man as he is, nor expect that every other dealer will receive the same remuneration as he does, unless it is earned. It, therefore, naturally follows that broadly no fixed remuneration should be made for the sale of equipment.

### The Part of the Dealer.

While the dealer comes in between the manufacturer and the farmer, his education should be such that he knows not only the construction of the machine, but also the principles of design. He must also know how to use it to give the best results to the user. There is no place in the industry where increased knowledge will reap a richer reward than in the position of the dealer. This is especially so with the man who sells tractors. He has facilities given in many ways by the manufacturer to obtain a good knowledge of all the lines handled.

There are also the tractor shows where he can see everything in connection with tractors of all makes, and by eliminating the less important points, can carefully study and become familiar with the present state of the art. It is not every man who can become a successful dealer, and if the men unsuited to this work could be eliminated by some method, it would be of great advantage to the farmer, the industry and the Nation.

The farmer should, before purchasing a tractor, make it his business to see all the machines in his neighborhood. He will at the least require to put into the venture \$1,200 to \$1,500, and it will pay him well to spend a considerable amount in investigation before buying. Every opportunity should be taken to give the farmer as much information as possible regarding the machine he has purchased. The tractor schools of the agricultural colleges should be valuable educational forces that the farmers as well as dealers and manufacturers should make full use of as far as possible.

### Cause of Most Trouble.

From the answers to questionnaires sent out by the Department of Agriculture to farmers, I found that from 2,179 reports the question, "What part of your tractor gives you the most trouble?" was answered as follows:

Magnetos .....	299
Spark plugs .....	110
Gears .....	108
Carburetor .....	104
Bearings .....	80
Cylinders and pistons.....	61
Clutch .....	59

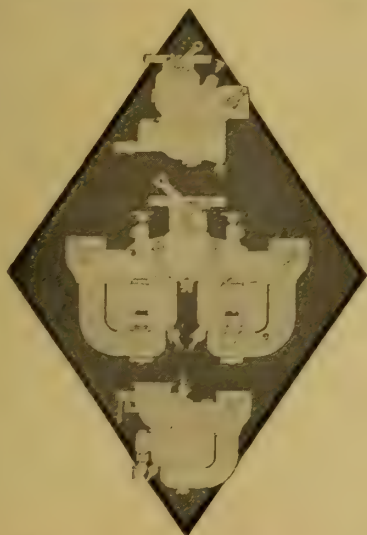
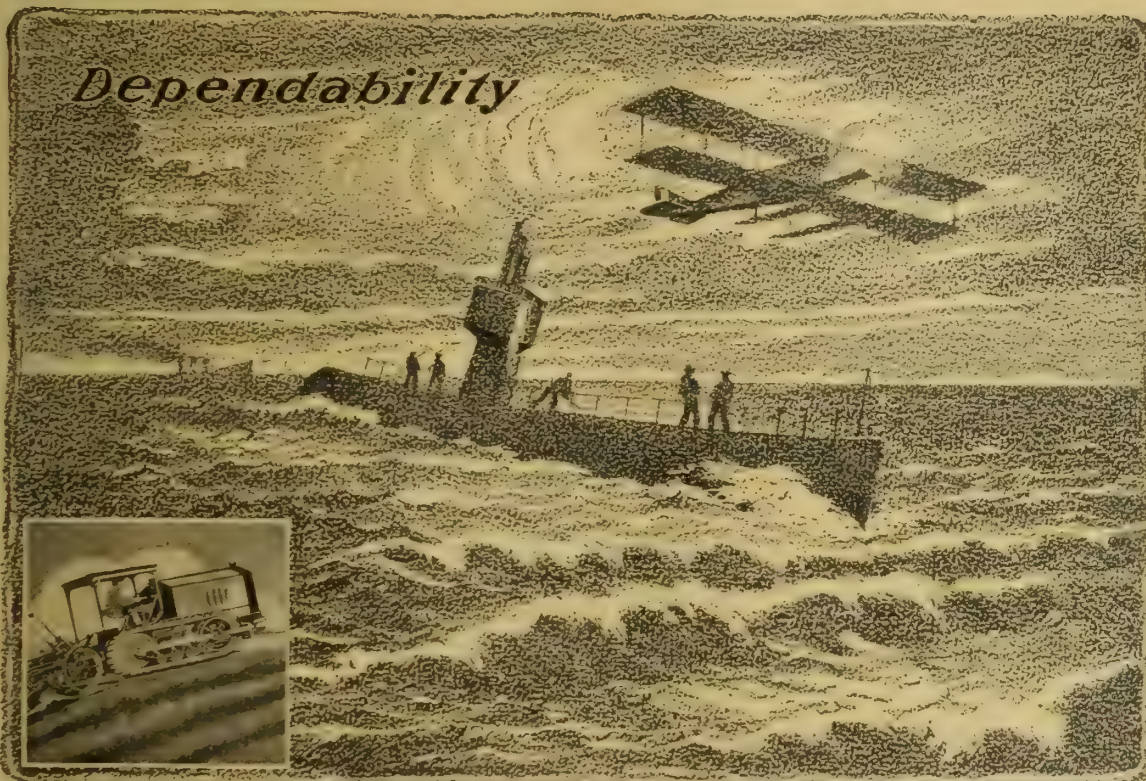


# KINGSTON

## CARBURETORS

RECOGNIZED STANDARD FOR TRACTOR USE

### *Dependability*



**T**HE dependability of every engine—every engine—is the dependability of its carburetor. And in the best tractors, where dependability is an essential, the KINGSTON carburetor is in almost universal use. The dealer who handles KINGSTON equipped carburetors knows that he is selling not only power, but the continued use of power.

He knows that a good engine with a KINGSTON carburetor will prove a good engine day in and day out, in all sorts of conditions, under all sorts of strains.

The KINGSTON is not adapted for the use of tractors—it is *made* for them. It is built with the single eye to its usefulness in the tractor field.

It is found on most of the tractors in America, and it is giving results because it is a *real tractor carburetor*.

Let us tell you why the great tractor manufacturers of America adopted the KINGSTON. Let us explain why you should look for the KINGSTON carburetor on the tractors that you sell.

*Write for the Booklet that Tells*

## Byrne, Kingston & Co. Kokomo, Ind., U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue  
Los Angeles, 501 W. Pico Street; Boston, 15 Jersey Street



Valves and springs.....	43
Lubrication .....	29
Starting .....	28

This information gives one a good idea of how to start examining a tractor with the view of buying or of studying the machine. It will be seen from this return that one can eliminate at once a great many details and concentrate attention upon the above, which may be considered the main points of trouble. It seems to me that if I were buying a tractor I would make it my business to study magnetos, spark plugs and carburetors enough so I would know not only the best for me to use, but how to use them when I received my tractor.

Of course, the reports of these troubles were from the users and many of them probably did not know how to use them to the best advantage, but after all, it is a good indication as to where to look for trouble. The farmer must not run away with the idea that because he can make his Ford car do all sorts of things he can do the same with a tractor running over rough ground and pulling a load up to its full capacity all day. It will take a lot of time and patience to make the tractor man realize that his best load would be two plows, that is, have a margin of one-third for satisfactory running, even if he can just struggle along with three plows.

A gas engine is not like a steam engine. The steam engine will hang on and give about the same power per revolution of the engine, whether it is running at full speed or quarter speed, but a gas engine's power decreases slightly per revolution as the speed decreases.

Manufacturers and dealers will do well not to recommend their machines to take more than two-thirds the maximum power at normal speed for draw bar load.

This leads one to the question of the study of theory. Theory should only be explained as much as necessary to show the user why certain things should be done and that should be theory of the very simplest. The theory of the gas engine is very difficult to understand, and many engineers who have taken a four years' course in a technical college have not always the clearest conception of how theory and practice can be made to agree logically.

### U. S. Into Tractor Rating.

Many will say theory and practice are different things altogether and never do agree. That is so in one sense, but they should never disagree when the true interpretation is put upon them. Correct theory and accurately recorded practice with a true interpretation will never disagree and should never cause any mystery. Of course that assumes a perfect knowledge of theory and practice which is impossible of actual attainment, but which we should all aim to approach as nearly as possible.

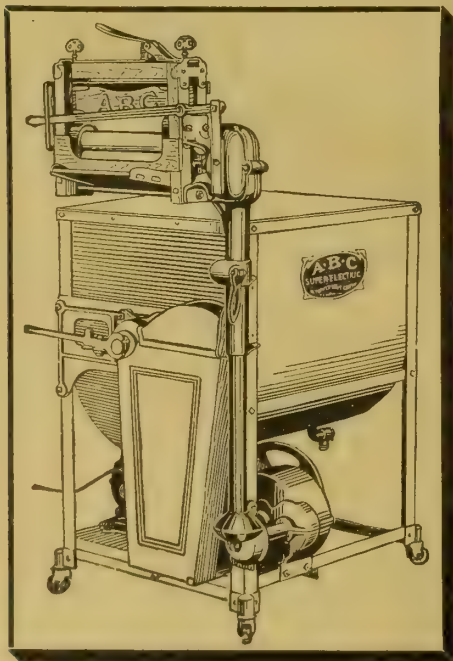
As it is impossible for every man to become a successful dealer, it is also impossible for every farmer even if he has a farm suitable for tractor farming to make a success with a tractor. This should be admitted and such men should not be encouraged to buy a tractor, if the salesman is satisfied it will not be successful. There have been so many letters and requests come to the Department of Agriculture from all sorts

of farmers for information to guide them in buying a tractor that I feel there is a real need of the department taking up this work. Any such work would aim at answering the farmers' questions about tractors so far as possible.

The tractor could be tested and given a rating such that when a farmer bought a 25-hp. machine he would know such horsepower rating was on the same basis and would give the same power as another make of machine of the same rating. If such a machine would pull two plows satisfactorily on his farm he would expect a machine having 37 or 38 hp. would pull three plows under similar conditions. He would know what size thresher or ensilage cutter or any other machine he could run with his engine. There seems to be far more need of testing and rating tractors than of motor cars or motor trucks. Such a rating would be a safeguard to the manufacturer and dealer as well as the farmer for any dispute arising could be settled by a rather simple test.

The question of how a farmer should decide whether he should buy a tractor and what size and type and make he should buy is such a large one that I will not attempt to deal with it here. It is so important, however, to the whole industry that it will justify the Department of Agriculture to spend a large amount upon it, and I believe every dollar spent by the department will return a hundred fold to the Nation in direct returns.

At this time, it is easy to overestimate the influence the tractor will have upon this Nation, but from my study and work in connection with it, I think the



## During 1919 Thousands of Washing Machines will be sold—Are you Prepared?

### The Next Great Sales Attack Will Be Against The Old Fashioned Wash Line

The women of America are emancipating themselves from the scrub board. During the past and present critical times women have proved equal to great responsibilities. They are now leading the fight against useless drudgery of wash day. The "Zero" hour has arrived. Are you ready to go "over the top" in Washing Machine sales?

### The A-B-C SUPER ELECTRIC WASHING MACHINE

is the Modern Machine Gun of the Home Laundry.



It puts clean clothes on the line at nine o'clock Monday morning.

It saves mother's hands and back; preserves the clothes instead of pounding them to pieces; is convenient, easily moved about, and it's mighty *reasonable in price* with a *good profit for the dealer*.

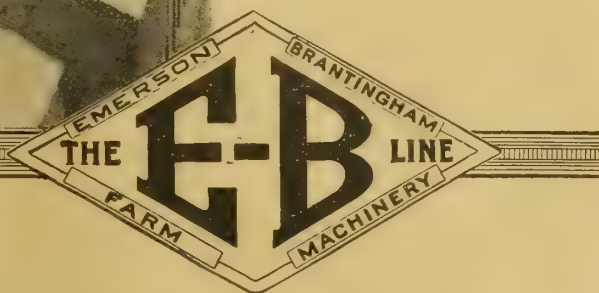
DEALERS: You can capture all competition with the A-B-C Super Electric Washing Machine. It has more real selling points than any other machine. We'll be glad to tell you all about it. Drop a line and ask for our proposition. Get your share of the trade in 1919. Address

**ALTORFER BROS. CO. Manufacturers PEORIA, ILLINOIS**





# Visit the E-B Branch While in Des Moines



E-B Des Moines Branch is located at 2, 4 and 6 Seventh Street, S. W. Let us show you the big floor space for office facilities and storage. The convenient arrangement makes it possible to inspect the machinery readily and at the same time provides for punctual shipment.

We invite all dealers in the Des Moines territory to drop in on us when in Des Moines. We're located where you can visit us conveniently.

## EMERSON-BRANTINGHAM IMPLEMENT COMPANY, INC.

Good Farm Machinery

KANSAS CITY, MO.

ROCKFORD, ILL.

OMAHA, NEB.

DES MOINES, IOWA

SIOUX FALLS, S. D.

ST. LOUIS, MO.

Established 1852

YOUR PROBLEM—To increase crops with decreased help

YOUR REMEDY—E-B Tractors and Labor-Saving Farm Machinery



### Most Power for the Weight and Money Ever Offered

is attracting the attention of the best farmers everywhere to this new E-B 12-20 S.A.E. Rating Model AA. Come in and see this tractor—it's the biggest little machine you ever saw. Actually 15-25 horse power.

All the best equipment, including Hyatt Roller Bearings, Bennett Carburetor, Modine Spirex Radiator, etc.



### Farmers Want Sharp Share Tractor Plowing

When you come in be sure to see the 102 Tractor Plow with E-B Quick Detachable Shares. These shares are so easily applied and removed (5 seconds) that sharp share plowing is a practical possibility.

Keeps soil in good condition. Stands hardest tractor plowing. Pulls easily. Farmers know it. Good plow to sell.



### Farmers Like This Tractor Tandem Disc

Best disc for tractor work. Farmers say so. They like it—buy it—and tell their friends.

Shifting gangs easy with long levers. Flexible—increased and uniform penetration.

Look it over when you come in.



possibilities are enormous. Before the war our food supply was growing less in proportion to the population. The tractor will help counteract this tendency.

In conclusion, I wish to say that, while I believe the industry will have its ups and downs, I believe it has a brilliant future and a most useful one to civilization the world over. Education in the true sense of education, not simply what may be represented by a university diploma, is the tractor's best friend.

## THE SITUATION—A FRANK AND INFORMATIVE SET OF VIEWS

(Continued from page 33)

With the great problem of rebuilding and reconstruction I do not attempt to deal; it is enough to say, the world has been almost destroyed; it must be rebuilt. In that rebuilding, America being most ready, must take the earlier and larger part. It is no time even to think disturbing thoughts. It is a time to keep cool and go ahead, for undoubtedly an era of great prosperity is opened for the American farmer, the American manufacturer, and the American laborer.

### Placed in Important Post.

George N. Peek, one of the vice-

presidents of Deere & Co., Moline, Ill., and commissioner of finished products of the U. S. War Industries Board, has been delegated to direct the supply of American materials to be sent to Belgium for reconstruction work, according to the Moline press. He will be under Herbert Hoover, U. S. food administrator, who will have charge of the reconstruction task.

## CANCELLATION OF ORDERS CAUSES CONFUSION

(Continued from page 37)

their ordinary work are urging shipments of steel sheets and other steel products on contracts and are buying other small lots of steel for early shipment. Jobbers, dealers and manufacturers in the East and central West are actively buying small lots of plates, shapes, sheets, bars, nails and wire products to fill orders long held in abeyance because of reduced warehouse stocks.

More than usual interest is centered in export business. It is estimated that France and Belgium will need 8,000,000 to 10,000,000 tons of steel in the very near future, but how much of this will be furnished by the

United States is not known. The French Government has already placed an order for a fair tonnage of sheets and is now in the market for 3,500 tons of bars. Other inquiries for structural shapes and alloy steel have also come from France. Belgium wants 3,500 tons of billets and moderate sales of ship plates have been made for export to China and Japan.

## Purchase Was Systematic.

A Parrett tractor has been purchased for use on the Meadow Brook farms at Rochester, Mich., owned by John F. Dodge, of Dodge Bros., Detroit, Mich.

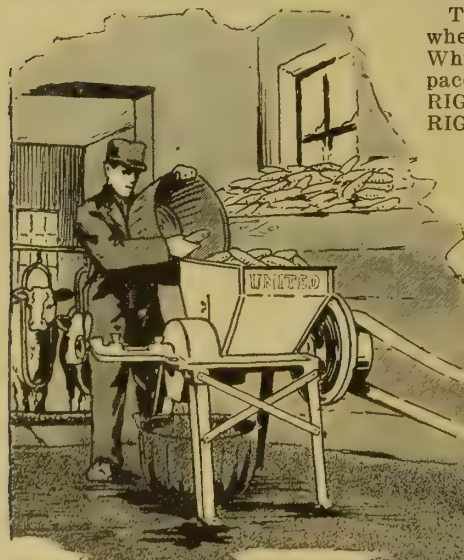
The tractor was purchased in a thoroughly systematic manner. Mr. Dodge sent his chief engineer, Russell Huff, to the National Tractor Demonstration at Salina, Kan., to select one out of the various makes on display. Mr. Huff watched the Parrett's performance in the Salina endurance run of over 103 hours, and followed this up with a visit to the plant of the Parrett Tractor Co., Chicago Heights, Ill., before finally selecting the Parrett as his choice.

Cleveland tractors will be distributed in southern California by Smith Brothers, Los Angeles.



United Dealers Always Make the Most Money

## UNITED—THE RAPID FIRE PROFIT MAKER



There's big money retailing feed mills when you have the RIGHT mill to sell. Why do United Dealers always set the pace? Because United Mills are BUILT RIGHT. Because United Mills are PRICED RIGHT.

### The Mill of Many Features

United is the one Ball-Bearing mill. Extra hard steel burrs with "W" shaped teeth that grind finest table meal or coarsest feed for livestock.

Oscillating, self-sharpening burrs.

Guaranteed to grind more feed with same power or same quantity with less power than any other mill.

Successfully grinds oats.

Largest hopper, heaviest main frame, more oil cups, better babbitting than any mill ever shown in your territory.



Complete line of hand and power mills in all sizes. New local newspaper advertising campaign for dealers now ready.

# United Engine Company

C. L. SPRINKLE, Pres.

General Offices, Lansing, Mich. Branches: Kansas City, Mo., Independence, Ia., Albany, N. Y., and Minneapolis, Minn.





## Protect Your Trade Keep Well Informed

Every dealer faces months of large responsibilities back of which lie the greatest opportunities in the history of business. Protect your future interests by keeping constantly in touch with present problems and plans for the Reconstruction period.

Read every advertisement. Be informed about all the products which affect your trade. Do not jump at conclusions but weigh facts carefully. Remember that maintenance of trade during these historical days means that your customers will meet the demands of 1919 well equipped. The importance of this cannot be over-estimated.

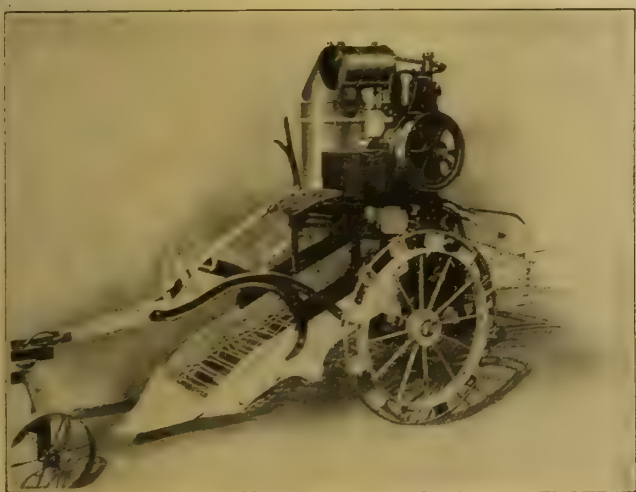
There must be a steady stream of tractors and farm equipment entering the American farm factory.

Do not check this steady flow or it will cripple the outpouring of farm products to a hungry world.

The dealers in the essential farm equipment industry must be bigger than the old job of pre-war days. Every page of the Implement & Tractor Trade Journal should have your attention.

If you are not a subscriber your check for two dollars will pay you up for a year.

## Implement & Tractor Trade Journal



## Fairfield "Auto Type" Engine

One-Fourth Weight of Old Type

Over four horse power at a weight of 175 pounds. Suitable for any and all farm power. A Quality Engine.

**FAIRFIELD ENGINE CO.**  
Fairfield, Iowa

*We Have An Attractive Dealer Offer*

Burns  
Coal  
Wood  
Cobs



## D.C.R. Portable Stock Tank Heaters

## DEALERS

Investigate this heater now. Our advertising in your section is bound to create a large consumer demand for this heater. Cash in on this advertising now. The following jobbers can fill your orders. Get in touch with them at once.

John Day Rubber & Supply Co., Omaha, Neb.  
Empkie-Shugart Hill & Co., Council Bluffs, Ia.  
Brown Camp Hdwe. Co., Des Moines, Ia.  
Hershel Roth Mfg. Co., Minneapolis, Minn.  
Knapp & Spencer Co., Sioux City, Ia.  
Stowe Supply Co., Kansas City, Mo.  
The Larson Hdwe. Co., Sioux Falls, S. D.  
Marshall Hdwe. Co., Duluth, Minn.  
Duplex Mfg. Co., Superior, Wis.  
Jackson Hdwe. Co., Aberdeen, S. D.  
General Paper & Supply Co., Madison, Wis.

## Duluth Corrugating & Roofing Co.

Dept. 10

Duluth, Minn.

The D. C. R. Portable Stock Tank Heater will be displayed at many of the Implement Dealers Conventions throughout the Northwest this year.  
Be sure to see it.

## Red Seal Dry Batteries



*Spark Strongest  
Lasts Longest*

The Guarantee Protects You

ASK YOUR JOBBER

Guarantee backed by  
**MANHATTAN ELECTRICAL  
SUPPLY CO., Inc.**

Chicago New York St. Louis Frisco

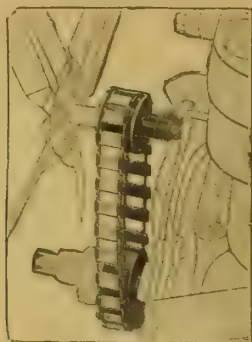
Factories:  
Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.



# Tractor Parts and Accessories

## A Mechanical Fan Belt

A mechanical fan belt guaranteed not to wear out or break in less than 5,000 miles of ordinary service is being manufactured by the Mechanic-



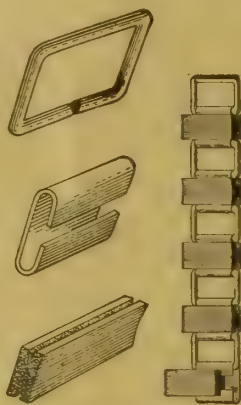
THE BELT IN PLACE

al Belt Co. of St. Joseph, Mo. It is the Crowe fan belt.

It consists of a steel chain into which blocks of the best oak tanned sole leather are firmly embedded.

There are three parts to each link. By sliding out any leather section the chain opens and is closed when the leather section is replaced, making it possible to add or remove any number of links. No metal touches the pulleys and no change in the pulleys is necessary.

The blocks of oak sole leather fur-

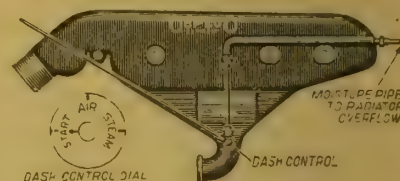


EACH LINK HAS THREE PARTS

nish a smooth, silent friction surface of extraordinary durability. The steel chain is constructed on the crawler principle and will not stretch. The ventilated tread insures a direct contact between belt and pulleys at all speeds. The pull is distributed over a number of small service. The company recommends the belt especially for tractor service.

## Manifold for Fords

THE Michigan Auto Parts Co., Detroit, Mich., is the manufacturer of the Ospeco manifold for Fords.



THE OSPECO MANIFOLD

Its manufacturers claim that the mileage on gasoline is increased from forty



Bag Room and Sack Sewing Machine

Field  
Garden } SEEDS  
Flower }

## Garden—SEEDS—Field

Exclusively Wholesale

Send us your samples of Alfalfa, Sweet Clover, Cane, Millet, Sudan Grass, etc., for bids.

Sample Mailing Bags Furnished FREE  
Write for Our Weekly Price Card

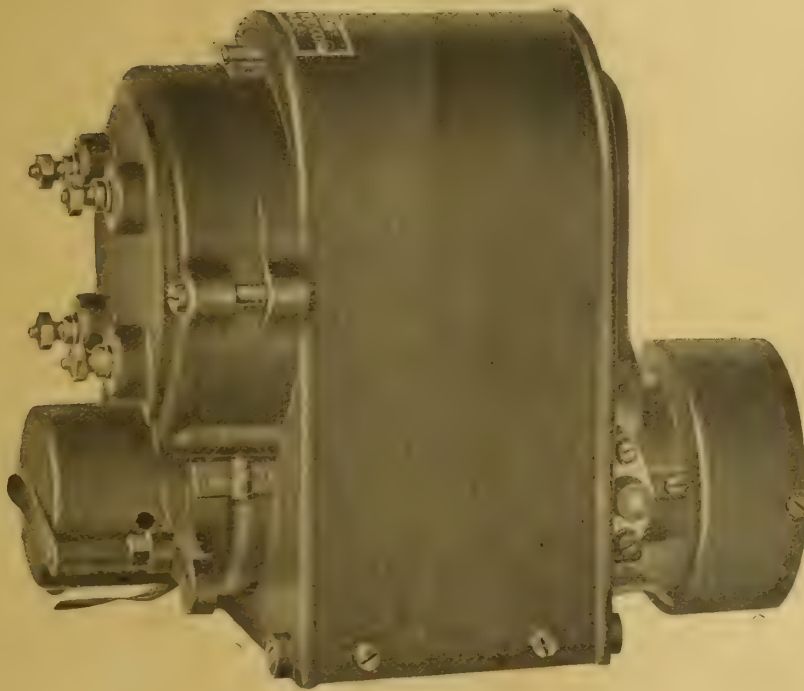
We extend a Cordial Invitation to all Implement Dealers to Visit Us.

The Mangelsdorf Seed Co. :-: Atchison, Kansas

Established 1875



# KINGSTON MAGNETOS



**T**HE new KINGSTON MAGNETO was one of the notable accessories at the Salina Demonstration. For years KINGSTON Magnetos have led the field. The newest example of the line is in every way the best that has yet been produced. It is water and dust proof, ruggedly built, designed expressly for the rigors of tractor service. It carries the famous Impulse Starter. The most serviceable and efficient tractors are KINGSTON equipped.

## KOKOMO ELECTRIC CO.

KOKOMO, INDIANA



to sixty percent, the engine is kept free from carbon and fouled spark plugs and that the machine can be started in the coldest weather when the manifold is used. The manifold, it is said, cannot be overheated as it is controlled from the dash by the driver.

### Calorite Spark Plugs

THE Hartford Machine Screw Co., Hartford, Conn., are the manufacturers and developers of the Master calorite spark plug. The plug



A SIMPLY CONSTRUCTED SPARK PLUG

is very simply constructed. It has a two-piece steel shell, calorite insulator

and three copper-covered asbestos gaskets. The plug can be taken apart and cleaned and reassembled, with no resultant leakage or damage, its manufacturers claim. The company manufactures many sizes and types.

### When Verse Came in Handy.

A tactful way of calling a dealer's attention to an overdue account was used recently by Louis F. Franz, president of the St. Clair Mfg. Co., Dayton, O. Writing to a dealer with whom the company had had business for many years, and whose failure to remit he believed must be due to illness, he slipped in the following lines:

Bumper crop,  
Fancy price;  
Mailed a bill  
Once or twice.

Need of funds;  
Had the "flu"?  
Now a check,  
Make it two!

### Old Tractor Was Exhibited.

A used tractor formed a novel exhibition at the demonstration of the Traction Engine and Implement Dealers' Association at Los Angeles, Sept.

17 to 21. The tractor was a Best which had been in service on the farm of J. E. Dullam, Rancho La Brea, for three years and four months.

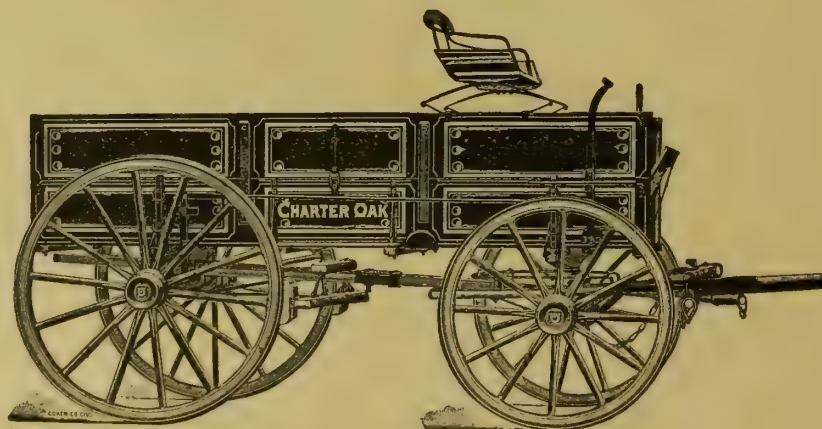
Statistics showed that during that time the tractor had subsoiled with a ten-point Killifer, twelve inches deep, 2,100 acres; plowed with ten 14-inch bottoms, ten inches deep, 300 acres; and cultivated with disks, drags, rollers and other machinery, 7,400 acres, making a total of 9,800 acres. During that time the total expense for replacements was \$63.38 for two bull pinions, one bevel pinion and two piston rings.

### Called "Tractor a Day Brown."

Walter Brown, Chico, Cal., manager of the Avery Farm Service Co., which is the Sacramento Valley distributor of Avery farm implements, sold a tractor each day during the month of September. This has earned for him the title of "Tractor-a-day Brown," according to the Chico press.

Arthur Birge has succeeded R. F. Dyer as assistant sales manager of the Aluminum Castings Co., Detroit, Mich. He was formerly manager of the Ames Tool & Shovel Co., Anderson, Ind.

# CHARTER OAK



WAGONS

TRUCKS

BOXES

**Joel Turney & Co.** *Manufacturers*  
*Fairfield, Iowa*



# The LaCrosse Tractor Co.

Is thankful for many things—

The ending of the great world's war—

The bright prospects for sound business prosperity—

For the part its product has played in helping the American farmer to feed the hungry world—

For the loyalty of our big Organization and the confidence of the American Farming Public.

**Seven Million Farmers are Reading our Advertisements in Our Great Publicity Campaign**

**LOW PLOWING  
COST RECORD**

We do not object to extending our circle—Want to come in?

**\$1150.00  
F. O. B. Factory**

## DISTRIBUTORS EVERYWHERE

**TRACTOR SALES CO., OKLAHOMA CITY, OKLA.**  
Distributors for Oklahoma and Texas Panhandle

**THE SIMPLEX SPREADER MFG. CO., KANSAS CITY, MO.**  
Distributors for Kansas and Western Missouri

**T. G. NORTHWALL CO., OMAHA, NEB.**  
Distributors for Neb., S. W. Iowa and Southern So. Dak.

Meadows Mfg. Co. .... Pontiac, Ill.  
Griffin-LaCrosse Tractor Co. .... Mason City, Ia.  
Geo. J. Gardner Co., 136 So. Senate Ave. ....  
..... Indianapolis, Ind.  
Byron Matthews ..... Adrian, Mich.  
M. Maloney Co., Inc. .... Syracuse, N. Y.  
Ohio Happy Farmer Tractor Co. .... Bucyrus, O.  
Aahlon Starke Imp. House ..... Richmond, Va.  
J. E. Gabeline ..... Burlington, Ia.  
Ditman, Kerr & Co. .... West Liberty, Ia.  
LaCrosse Auto Co. .... Minneapolis, Minn.  
St. James-LaCrosse Tractor Co. .... St. James, Minn.  
O. K. Hafers ..... LaCrosse, Wis.

Wisconsin Tractor Sales Co. .... Oshkosh, Wis.  
South Dakota Tractor Co. .... Watertown, S. D.  
LaCrosse-Dakota Tractor Co. .... Grand Forks, N. D.  
Minot Motor Sales Co. .... Minot, N. D.  
M. Grever & Co. .... Glen Ullin, N. D.  
R. S. Kiltz ..... Great Falls, Mont.  
O. E. Peppard ..... Missoula, Mont.  
Colorado-LaCrosse Tractor Co. .... Denver, Colo.  
Gem State Oil & Products Co. .... Pocatello, Idaho  
Knoxville-La Crosse Tractor Co. .... Knoxville, Tenn.  
J. H. Cordes ..... West Alton, Mo.  
Blun-Dimmitt Co. .... Savannah and Atlanta, Ga.  
Burwell-Walker Co. .... Charlotte, N. C.

Union Motor Car Co. .... Memphis, Tenn.  
R. A. Bearden ..... Selma, Ala.  
Northwest Auto Co., Inc. .... Portland, Ore.  
Florida Tractor & Implement Co. ....  
..... West Palm Beach, Fla.  
M. C. Cross ..... Little Rock, Ark.  
Gasoline Eng. & Supply Co., Ltd. ....  
..... Winnipeg, Man., Can.  
J. D. Adshead Co. Alberta ..... Winnipeg, Man.  
Renfrew Machinery Co., Ltd. .... Renfrew, Ont.  
Gaston, Williams & Wigmore, Inc., Exporters .....  
..... New York, N. Y.

**LA CROSSE TRACTOR CO., La Crosse, Wis.**

Manufacturers—Not Assemblers



### Aid Small Tractor Companies.

Upon the invitation of Judge Edwin B. Parker, Priority Commissioner of the War Industries Board, the Farm Implements Committee and a committee of the American Tractor Association met with Judge Parker at Washington on Oct. 31.

B. F. Sprankle, president of the American Tractor Association, presented and read a brief, the substance of which was a request for a larger allotment of steel and iron to the new manufacturers of tractors than would be possible under previous rulings of the War Industries Board made on account of the Government's urgent need of these materials for war purposes.

The brief also suggested that the War Industries Board designate an official to act with a Farm Tractor Committee, to be appointed for that purpose, in handling all priority matters relating to the tractor output; in other words, the brief proposed that this part of the farm operating equipment priority relations be taken away from the Farm Implements Committee.

At the opening of the meeting C. S. Brantingham, chairman of the Farm Implements Committee, stated that the committee was merely administering the rulings of the War Industries Board at the board's request and

neither had nor desired authority to change any existing rulings or to make new rulings regarding the supply of materials.

Judge Parker and Rhodes Baker, assistant priority commissioner, clearly explained the Government's needs for materials and reviewed in some detail the requests of the new American Tractor Association. Prior to adjournment of the meeting Judge Parker stated that he and his associates would give careful consideration to the request of the American Tractor Association as affecting the newer manufacturers of tractors, but that the priority division would continue to entrust to the Farm Implements Committee the handling of priority material matters for the entire industry, as it was the first committee of an industry to be recognized by the priorities committee and its services had been highly satisfactory to the Government.

At a meeting with the Priority Division the following day, the Farm Implements Committee recommended that relief be given the manufacturers of tractors who were not in the production stage in 1917, and as a result Judge Parker announced modifications of the existing rules, substantially as follows:

(a) Manufacturers of less than ten tractors in the year ended Sept. 30, 1918,

are in the primary experimental stage and shall produce not more than twenty tractors in the year ending Sept. 30, 1919; provided, however, that manufacturers of this class who had, prior to Nov. 1, 1918, contracted for and absolutely ordered a substantial portion of parts for more than twenty tractors for delivery between Sept. 30, 1918, and Sept. 30, 1919, may produce such tractors, not exceeding 100.

(b) Manufacturers who produced and had in field operation ten or more tractors in the year ended Sept. 30, 1918, are in the secondary development stage and shall produce not more than 100 tractors in the year ending Sept. 30, 1919.

(c) The above rulings shall also apply to makers of other than farm tractors upon a like basis of classification.

(d) Manufacturers who made and sold more than 100 tractors in the year ended Sept. 30, 1918, and all other manufacturers of farm operating equipment who are in the primary and secondary development stages, shall receive during the year ending Sept. 30, 1919, not more than 87½ percent of their steel and iron receipts during the previous year, and may each produce at least 100 tractors.

### To Add Power Farming Lines.

The Marmon-Chicago Co., distributor of Marmon automobiles, has arranged for the sale of Parrett tractors in the territory around Chicago. The company is planning to market a new farm lighting plant and to add other lines of power-farming equipment.

# Prosperous Oklahoma Calls You!

To Attend the Convention of the

## Oklahoma Hardware and Implement Dealers' Association

At Oklahoma City, December 10th, 11th, 12th

**E**VERY patriotic dealer should plan at once to attend. The great reconstruction period is opening. No organization faces more important or essential responsibilities. We can measure up to these responsibilities only in proportion to the interest and activity we practice. Your first duty is to attend the convention and take an active part.

## Big Entertainment Features Have Been Provided

There will be something doing all the time. And after the serious affairs are concluded there will be opportunities to have a mighty good time among some mighty fine fellows.

The evening of December twelfth will be devoted entirely to a real entertainment provided by the Jobbers and Manufacturers Club of Oklahoma City. And we intend to celebrate some real constructive achievements.

**Manufacturers, Attention!** Plan to exhibit your lines at the convention. Let these live Oklahoma dealers know that you are backing them up. Help make 1919 a banner year in sales.

**Address Inquiries to Secretary W. B. Porch,** 204 Indiana Building, OKLAHOMA CITY, OKLA.



# ELEVEN YEARS FIELD WORK



**Model C 12-20  
With Rock Island  
No. 12 Tractor Plow**

12-20 H. P. *Heider* 9-16 H. P.

**E**LEVEN YEARS of work on the farms of America—in every soil—on the roads pulling big loads, in every power use of the farm, the dairy, the orchard, and the home—put the Heider's construction beyond all debate. It has the field answer to every question.

## THE RECORD THAT TRIPLES SALES

The success of Rock Island dealers is reflected by Rathbun Bros. Co., of Milan, Ill. Walt E. Rathbun says: "We sold 14 Tractors the first year; the second year we doubled our sales, and before the present year ends (Aug. 1, 1918) we will have delivered more than 40 machines."

Heider Patented Friction Drive gives seven speeds forward and reverse, all with one motor speed, all with one lever for traction or belt work. It does away with a lot of gears and expense.

Heavy-duty 4-cylinder Waukesha Motor uses either kerosene or gasoline without carburetor changes. Gives a steady, dependable pull for the plow—or throttles down to just the right power for a cream separator. Dixie High-Tension Magneto with impulse starter. Kingston Carburetor. Perfex Radiator. Dealers: Send for our proposition on Tractors and Rock Island Tractor Tools.

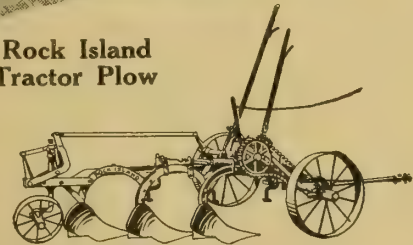
## ROCK ISLAND PLOW CO.

BRANCHES: Minneapolis, Minn.; Indianapolis, Ind.; Sioux Falls, S. Dak.; Omaha, Neb.; Kansas City, Mo.; Dallas, Tex.; Oklahoma City, Okla.; R. M. Wade & Co., Portland, Ore.; E. P. Bosbyshell Co., Los Angeles, Cal.; Pacific Coast Distributors.

Established 1855  
Rock Island, Ill.

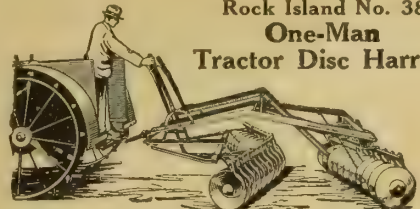
**Model D 9-16  
With No. 9 Plow  
Attached.**

**Rock Island  
Tractor Plow**



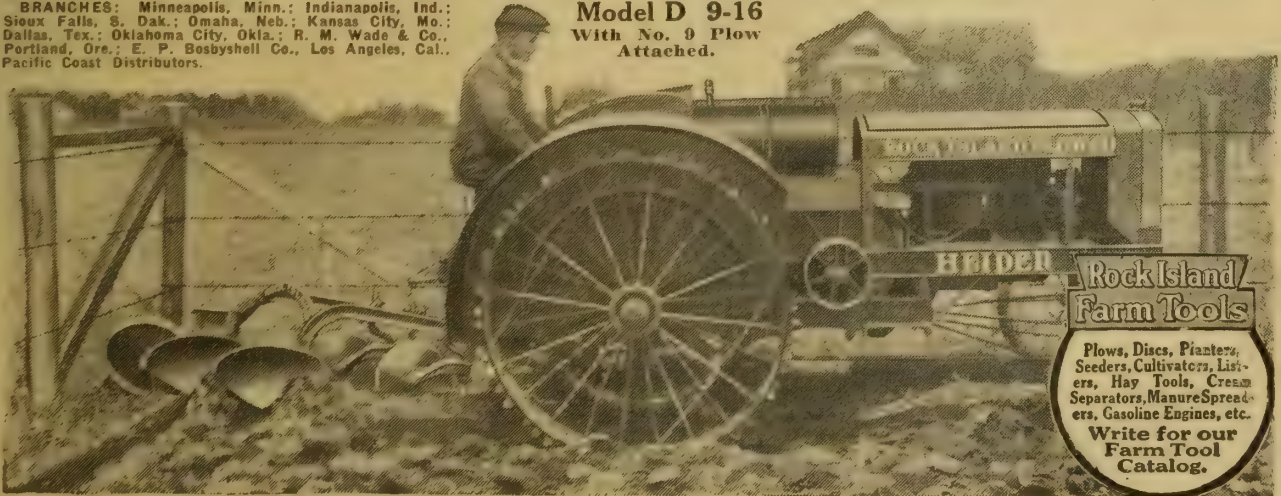
Does best work behind any Tractor. 2, 3 or 4 CTX bottoms. Front furrow wheel lift. Extra high clearance. Tractor sales mean Rock Island Tractor Plow sales. Ask about complete line.

**Rock Island No. 38  
One-Man  
Tractor Disc Harrow**



Close-up position permits one man easily to operate Tractor and Harrow without stopping or leaving Tractor. Extremely flexible. Light draft. Tractor sales mean Rock Island Tractor Harrow sales. Ask about complete line.

Both models of Heider Tractors will be shown at the Peoria and Des Moines Conventions Dec. 3, 4 and 5.



**Rock Island  
Farm Tools**

Plows, Discs, Planters, Seeders, Cultivators, Listers, Hay Tools, Cream Separators, Manure Spreaders, Gasoline Engines, etc.  
**Write for our Farm Tool Catalog.**





## N. D. Vincent Is Dead

### American Seeding Machine Co. Representative Was Known Nationally.

Kansas City, Mo., Nov. 30.—N. D. Vincent, one of the most widely known implement travelers in the country, died suddenly at his home here last Saturday. Mr. Vincent had come in from his territory Friday night and appeared to be in the best of health. He was taken ill shortly after arising Saturday morning and died in a very few minutes. Physicians thought death was either due to paralysis or acute indigestion.

Mr. Vincent was 52 years old. Besides his widow he leaves one son, Thomas K. Vincent, Fort Sill, Okla., and three brothers: Frank Vincent, Carlton, Pa., Emery Vincent, Hughsonville, N. Y., and John N. Vincent, Mercer, Pa.

For the past 18 years he had been with the American Seeding Machine Co. Eleven years of that time he was manager of the Baltimore offices of the company and since its line has been handled by the International Harvester Co. he has traveled the Salina, Topeka, Parsons and Wichita, Kan., and St. Joseph, Springfield and Kansas City, Mo., I. H. C. general agencies as a special drill man. He was connected with the Richmond, Ind., offices of the American

Seeding Machine Co., but made his headquarters in Kansas City. Before his connection with the American Seeding Machine Co. he was with the Walter A. Wood Mowing & Reaping Machine Co. at Dayton, O.

Among the out of town men who attended the funeral services Tuesday



N. D. VINCENT

were: O. E. Wright, I. H. C. Topeka manager; C. E. Haney, I. H. C. manager at Lincoln, Neb., and Jake Price of the Wichita International house. Implement men in the city who knew Mr. Vincent spoke very highly in praise of his life and his character.

### Will Distribute Sandusky Tractor.

The W. C. Howard Motor Sales Co.,

1817 McGee Street, has closed a contract with the Dauch Mfg. Co., Sandusky, O., for the distribution of the Sandusky tractor. The company will distribute the tractor in the western half of Missouri and all of Kansas.

### Case T. M. Service School.

The J. I. Case Threshing Machine Co. will hold a service school at its local branch on Dec. 3 and 4. Some of the factory service men and tractor authorities will be here to conduct the course and assure a thorough discussion of service problems.

### A Dinner for D. C. Reeves.

G. C. Weyland, manager for the J. I. Case Plow Works, tendered a dinner last Saturday night at the Baltimore Hotel to D. C. Reeves, who left this week for Racine, Wis., where he is to assume the duties of assistant sales manager of the J. I. Case Plow Works in charge of the Wallis tractor department. Before Mr. Reeves left he was presented with a handsome traveling case by the management of the local branch of the plow works.

### Oliver Transfer at Oklahoma City.

L. T. Yount, manager for the Oliver Chilled Plow Works, has announced the establishment of a transfer stock in Oklahoma City, Okla. The transfer stock has been placed with the A. E. Kull Tractor Co. For the present time no repairs will be carried at the Oklahoma City transfer point. However, they will carry the full Oliver line of implements.

# Shinn-Flat

## Prevents Lightning Losses

Now that the war is over, let's get busy and protect property.

What's the use of permitting millions and millions of dollars' worth of houses, barns, grain, hay, live stock and public buildings to be destroyed every year?

You know it's an unnecessary waste, and so do we; even the farmers and home-owners in towns all admit. It happens simply because people put off protection until next week or next month.

## 36% More Conducting Surface

Shinn-Flat Lightning Conductors are distinctive and more efficient. They are woven flat and have 36% more conducting surface than the same amount of material woven in a round cable.

Shinn-Flat is the one conductor backed by a Cash Indemnity Bond, issued direct to your customer, that **Lightning Can't Strike.**

Let's get together for 1919 and save the property.

## W. C. SHINN MFG. CO.

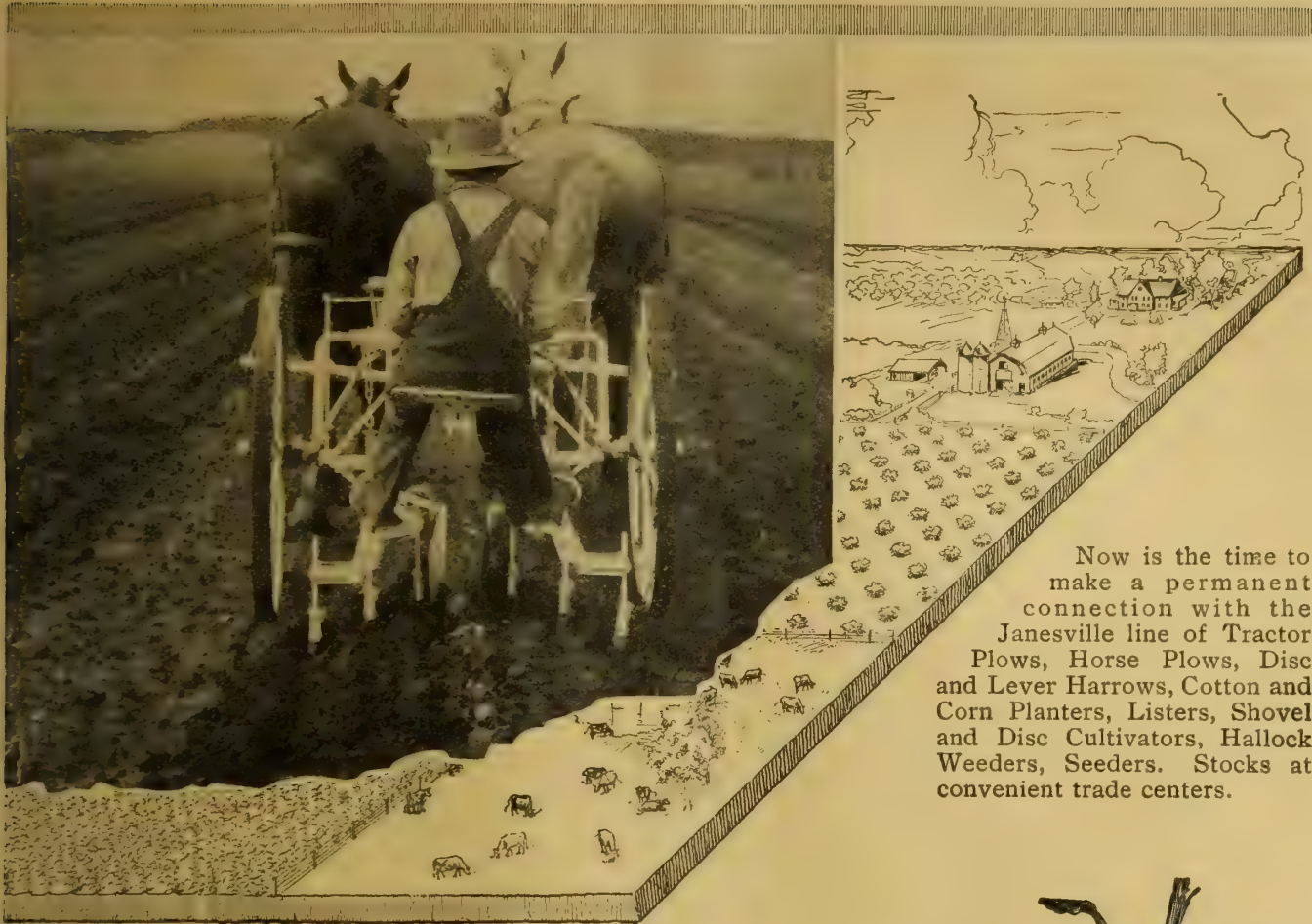
1646 MONADNOCK BLDG.

CHICAGO, ILLINOIS

**Lightning Can't Strike IF Shinn Gets There First**







Now is the time to make a permanent connection with the Janesville line of Tractor Plows, Horse Plows, Disc and Lever Harrows, Cotton and Corn Planters, Listers, Shovel and Disc Cultivators, Hallock Weeders, Seeders. Stocks at convenient trade centers.

# big <sup>as</sup> the farm

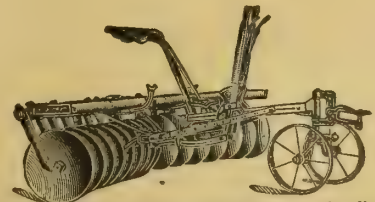
THERE is a Janesville implement to meet every farm need, from plowing to planting, to cultivating. And as you go through the line you become more and more convinced that no work, or no condition of soil, is too big for a Janesville. The history of this famous line of farm machines reads like a page out of the history of American agriculture.

The list of users reads like a directory of "Who's Who" in the business of farming. A permanent dealer connection with Janesville is an asset to any man who sells farm implements. Write for details.

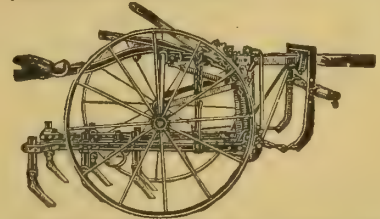
**JANESVILLE MACHINE CO., JANESVILLE, WIS.**  
Branch of General Motors Corporation, Detroit, Michigan

**JANESVILLE**  
Farm Machines

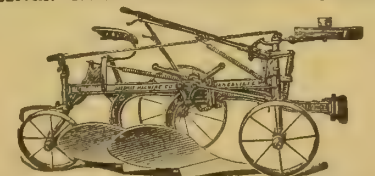
Manufacturers  
of Farm  
Implements



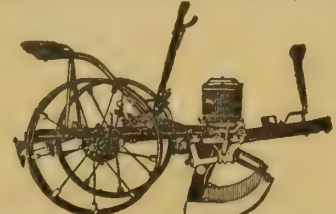
**Budlong Disc Harrow**—Cannot bind in the disc boxes. Bearings set flat against the spool. Wear on spool is even—less load on team.



**Janesville Seat Guide Cultivator**—The first cultivator to use the weight of the rider to help guide the shovels. Takes the hard work out of corn plowing.



**Janesville Horse Plow**—S. & S. Auger Twist mold boards on sulky, gang, walking and tractor plows. Single bail "flexible" frame allows enough floating movement to take away pinch at the plow points.



**Janesville Planter**—Shaft drive, simply cannot get out of order. Nothing to gum up with dust and dirt.



### To Sell New Idea Spreaders.

Two new travelers have been added to the sales force of the New Idea Spreader Co. C. W. Swick will travel the northwestern Missouri territory and make his headquarters at St. Joseph, Mo. H. A. Havens, formerly a traveler out of the Chicago offices, has been assigned to the northern Colorado territory with headquarters at Denver.

### In the City This Week.

Among the manufacturers' representatives in the city this past week were: W. L. Day, vice-president and general manager of the General Motors Truck Co., Pontiac, Mich.; J. H. Imus, vice-president of the Ohio Rake Co., Dayton, O.; E. P. Mills, president of the Ann Arbor Machine Co., Ann Arbor, Mich.; A. P. Campbell, sales manager of the Massey-Harris Harvester Co., Batavia, N. Y., and Lee Madden, assistant sales manager of the Stover Mfg. & Engine Co., Freeport, Ill.

Many of the Colorado towns are under quarantine on account of the influenza epidemic, according to travelers returning from that state.

F. D. Moore, Moline, Kan., a traveler for the Kansas Moline Plow Co., reports that the northeastern Kansas wheat prospect is exceptionally good.

E. A. Jones, sales representative in Missouri, Kansas and Oklahoma of the Trailmobile Co., Cincinnati, O., working out of Kansas City, has gone to the factory to attend an assembly of the Trailmobile salesmen. Mr. Jones reports that the automobile trailer business has de-

veloped into large volume during the last two seasons.

E. J. Anderson, manager for Avery Co., was not in his offices the early part of this week on account of the serious illness of his wife. Mrs. Anderson contracted influenza and later developed pneumonia.

Kansas county food administrators meeting at Wichita last week adopted a resolution to perpetuate the threshing division of the state food administration as a state department. It is said that a bill providing for this will be offered at the next session of the Kansas legislature. The threshing division of the state food administration is accredited with the saving of several hundred thousand bushels of wheat last year by Walter P. Innes, food administrator.



### Spring Prospect Is Good

Supply Assured, But No Early Price Reductions Are Foreseen.

Minneapolis, Minn., Nov. 29.—The season is past the time when the ground freezes, so there is practically no chance to use field equipment hereafter, and the demand for plows for immediate shipment has fallen away. Tractors have been in steady demand, but are letting

up somewhat. Those who hope for an immediate reduction in prices seem to be doomed to disappointment, for the costs of machines and implements which are being sold for spring delivery are based upon raw materials bought some time ago. Even on materials being bought now, there will be no reduction. Students of the steel market assert that when the Government fixed price is taken off the market, the tendency will be upward rather than down.

Seasonable goods continue to be in demand. There seems to be a little pick-up in the demand. With the demobilization of soldiers in camp, there will be farm boys returning home who will resume farm work, where otherwise the old folks would have closed up and moved to town. They will need equipment for stock and winter wares generally.

The embargo on moving grain to this terminal has handicapped collections somewhat. This is but a temporary condition, and they will doubtless pick up soon. They have been good nearly all fall, and are ahead of the average. But with the stopping of grain movement, until the congestion eased, there was a stopping of receipts from the territory most affected.

Prospects for spring business are very good. The fact that there will probably be sufficient goods to meet the demand is very welcome to the jobbing trade, which had feared trouble with the curtailed production.

### Hope for Better Treatment.

Now that peace is at hand freight shippers are hopeful that they will receive



*I like the LITCHFIELD Spreader fine, and would not do without it. It sure does fine work. I have a little boy 10 years old and he runs it and handles it just fine. It is a mighty big help for me. My neighbors are beginning to see what kind of a machine I have. I wish you every success, because the Litchfield Spreader can't be beat for work nor for being built strong and substantial.*

Nov. 4, 1918.

Yours respectfully,

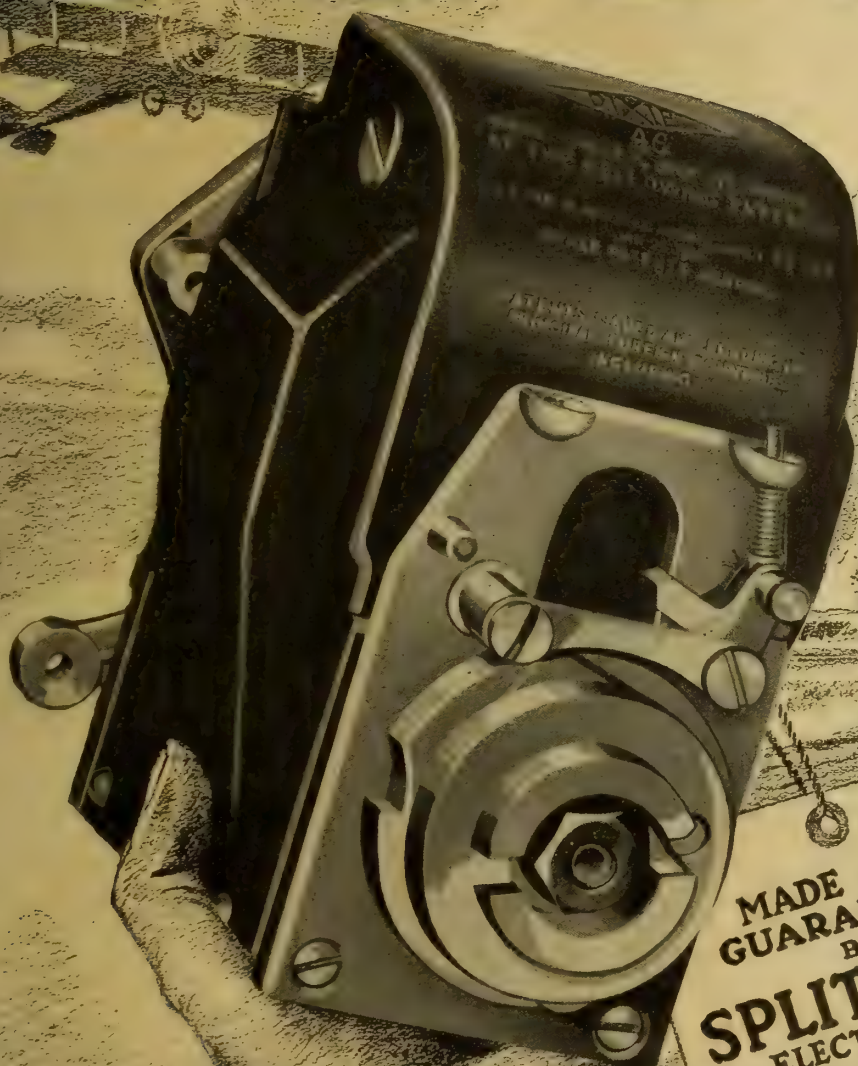
J. E. DUNN, Mossyrock, Wash.

**THE LITCHFIELD MFG. CO., Waterloo, Iowa**



# Dixie

The  
Great  
American  
Magneto



MADE AND  
GUARANTEED  
BY  
**SPLITDORF**  
ELECTRICAL CO.  
WORLD'S LARGEST MAKERS  
OF IGNITION EQUIPMENT  
ALSO MAKERS OF  
SUMTER LOW TENSION MAGNETO  
SUMTER STARTER COUPLING  
SUMTER OSCILLATORS AND  
SPLITDORF GREEN LACKET  
SPARK PLUGS

**SPLITDORF ELECTRICAL CO.**  
NEWARK, N. J.

**SPARKS  
of  
LIFE**

**SUMTER DIVISION**  
**SPLITDORF ELECTRICAL CO.**  
1466 Michigan Ave. Chicago



more consideration from the transportation units than has been the case. While Mr. McDoo's proclamation to the public and to the railroad operators urges the fullest consideration of the public, it has been quite otherwise many times. Arbitrary requirements for paying freight bills without time to check them up, imperative demands to pay claims which are disputed, etc., have been the rule. That may be wholly proper in time of war, but there will be a distinct objection to a continuance of this sort of thing when peace is again supreme.

### Big Automotive Show Planned.

The Minneapolis Automobile Trades Association has settled upon holding an "automotive show" this winter, probably in February. The air mechanics school at the Overland building, Eustis Street and University Avenue, St. Paul, three blocks from the Minneapolis boundary line, has been recommended for discontinuance. If the Government does not heed the protest against this move, it is probable that the show will be held in the building which will thus be vacated. If however, the Government rescinds the order to dismantle this school, the show will doubtless be held in the Minneapolis armory building which has been rebuilt since the last show was held in it.

The show will not be an automobile show, but will include every sort of self-propelled vehicle, including motor cars, tractors, trucks, fire apparatus and the airplane as a commercial proposition. All indications are that the show will attract unusual attention. Retail dealers have been more than interested, and will

be anxious to attend a display of such machines.

### City Establishes Tractor Course.

The Minneapolis board of education has recognized the need of agricultural workers by establishing a school for tractor operators in connection with the vocational work. The object is to train boys of over 16 in practical operation of tractors. The classes are to be recruited from high school boys, those who have dropped out of school to engage in industrial work, and young men from the country who will come to the city to learn tractor operation. Harry W. Adams, a practical tractor man, has been engaged as instructor.

### Whitman & Barnes Men to Hudson.

A. L. Johnston, for several years sales manager for the Whitman & Barnes Mfg. Co., Chicago, has been appointed assistant manager of the Hudson Mfg. Co., at the Omaha house, of which R. C. Hudson is resident manager. Mr. Johnston began his experience in this line for the Whitman & Barnes Co. in Kansas City territory about fifteen years ago. He is well known in southern Nebraska and Kansas. Otto H. Prigge has also become a general traveler for the Hudson Mfg. Co., promoting sales in repairs and replacing lines. He is an old Whitman & Barnes man.

H. I. Barker of the Waterbury Implement Co., attended the recent convention in Omaha. While there he closed a contract with the Sutherland Machinery & Supply Co. of Omaha to handle the

Reuther Mfg. Co. line of potato diggers for the state of Nebraska.

H. G. Kamerer, traffic man for the Waterbury Implement Co., Minneapolis, was a victim of pneumonia growing out of influenza. He died after a brief illness.

### What Wreck?

The reporter was the first to reach the scene of the railroad wreck. Rushing up to a battered, prostrate man, he asked:

"How many were hurt?"

"Haven't heard of anyone being hurt," he answered.

"What was the cause of the wreck?"

"Wreck? I haven't heard of any wreck."

"You haven't? Who are you, anyway?"

"I am the claim agent of this railroad." —Plow and Tractor.

### Stopped Him Before He Started.

"Why do women insist on wearing

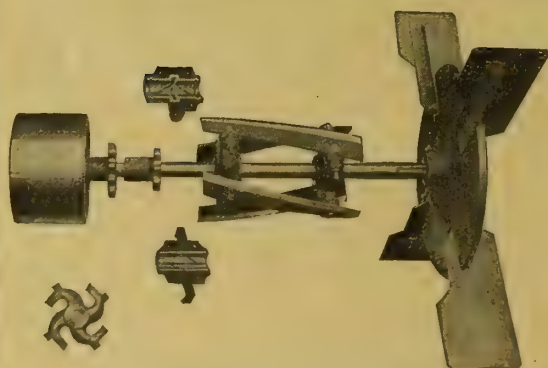
"Stop, John," interrupted the woman who is kind but firm. "I won't hear any criticism of my sex's apparel until you explain why so many men wear collars and suspenders in hot weather."—Washington Evening Star.

### What Ya Mean—Attics?

Poets in the olden  
Times used to live  
Up in attics, but  
Nowadays the attics  
Of many poets are  
Unoccupied.

# "OHIO" MONARCH and LIGHT DRAFT SILO FILLERS

## NOTE THE FAMOUS DIRECT DRIVE CYLINDER CONSTRUCTION



This Direct Drive has helped make the "Ohio" famous

Send for catalog. There are some exclusive features we want to tell you about in which you will be interested. You will also be interested in our 1919 proposition.

Note the strong, durable and logical construction of the whole machine. It doesn't take much study to see why Silver's "Ohio" Cutters sell easier—stay sold and increase the seller's prestige. The very appearance of the whole machine denotes quality, durability and satisfaction.



Sizes for all powers and requirements

THE SILVER MFG. CO., DEPT. "B" Salem, Ohio




# SUPERIOR

## Tractor Grain Drills

ALL SIZES AND STYLES



**Power Lift**—Automatically raises or lowers discs. Operated by means of small rope from seat of tractor.

 *Built for Use with all Makes of Tractors.*

PARLIN & ORENDORFF PLOW CO., General Agents

*Write Nearest Branch.*

The American Seeding-Machine Co. (Incorporated) Springfield, Ohio



## OMAHA-COUNCIL BLUFFS



## May Get Employes Back

## Implement Men Hope for Return of Needed Workers From Camps.

Omaha-Council Bluffs, Nov. 29.—Now that the armistice is in effect and there is talk of mustering out many soldiers at the various camps, many implement men of this section have requested the War Department to release men formerly in their employ so that they may again fill their positions. Affidavits showing the position the man formerly held, his importance to the organization, and various other points of information are required. Such affidavits have been furnished in considerable number by the implement jobbers in Omaha, and many are expecting soon to obtain the release of certain former traveling men, assistant managers, and important office men.

Very few dealers were in Omaha last week, as all those who felt it at all possible to get away from their business lately, attended the convention the previous week.

Fall wheat has been generally pastured throughout Nebraska during the past two or three weeks, as it had grown so tall that farmers considered it best to pasture it down. Snow fell over most of the state the latter part of last week, however, and the weather turned considerably colder, so that the growth of

the wheat is probably definitely stopped for the winter.

## Influenza Claims More Victims.

Adele Hamren, daughter of C. E. Hamren, manager of the Nebraska-Moline Plow Co., died at her home in Omaha Nov. 22 after a very short illness with influenza.

E. F. Rusher, manager for the Acme Harvesting Machine Co., is confined to his home with influenza. Mrs. Rusher is also ill with the same disease. The cashier of the Acme Harvesting Machine Co., and three more of the office force have influenza.

G. N. Hypse, president of the T. G. Northwall Co., has been much concerned during the past week on account of the illness of Mrs. Hypse and his son and baby from the malady. The baby had a touch of bronchial pneumonia, but at last reports was improving.

A. M. Sorenson, sales manager for the Lininger Implement Co., was confined to his home for several days during the week with illness. Mr. Sorenson refused to call it influenza, however, and insisted that he merely had an attack of the gripe.

Mrs. Ona Howard, transfer clerk for the Sterling Mfg. Co., Omaha, was called to Huron, S. D., recently on account of the death of a sister and a sister-in-law at that place, both of whom died of influenza.

## Cushman Salesmen Meet.

Twenty-one salesmen of the Cushman Motor Works, Lincoln, travelers of the middle western and central states, met for a salesmen's congress at the plant

in Lincoln the latter half of last week. Sales Manager Williams presided at most of the sessions. A banquet and theater parties were among the entertainment features. President E. B. Sawyer said the year's business was the best and biggest the company had ever enjoyed. He said the rice field territories had been especially productive of business for the company during the past year. Mr. Sawyer recently spent three weeks in California.

## Plan Interstate Land Show.

Plans are on foot for an Interstate Land Show for Omaha, to be held Feb. 12 to 22. The cooperation of the governors of eleven states is sought, and an executive committee of land experts is at work on preliminary arrangements.

## To Finance Stock Raisers.

Farmers and ranchers in Nebraska and Wyoming will soon be able to get Government help to finance them in carrying cattle and sheep for a longer period to full maturity. W. J. Coad of Omaha, chairman of the War Finance Corporation for the states of Nebraska and Wyoming, is already receiving numerous applications for cattle and sheep loans in the two states. The rancher gives his note to the local bank and this is rediscounted through the War Finance Corporation. Applications are made to W. J. Coad through the Federal Reserve Bank, Omaha.

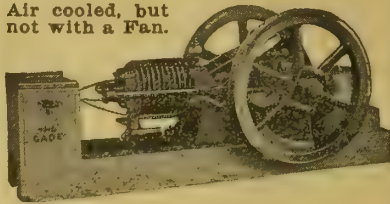
Little Tommy—"Say, papa, what is meant by beastly weather?"

Papa—"When it's raining cats and dogs."—Brooklyn Citizen.

## THE GADE "THE ENGINE THAT BREATHES"

Excels All Others in  
POWER SIMPLICITY, DURABILITY AND FUEL ECONOMY

Air cooled, but  
not with a Fan.



Dealers reap big profits selling our famous pumping engines. On the market eighteen years. Thousands in use everywhere. Our big folder brings full information on our complete line from 1 1/2 to 16 hp. gasoline or kerosene. Get our liberal selling plan AT ONCE.

Transfer stock at Mendota, Illinois

GADE BROS. MFG. CO.

300 IOWA STREET  
IOWA FALLS, IOWA

## Steel for Service

## Keeping a Tractor on the Job

From the turning of the first furrow in spring to the harvesting of the last crop in fall, a tractor must continue in uninterrupted service to efficiently serve its purpose.

Breakdowns are avoided and reliability insured when a tractor is equipped with gears cut from

## Carnegie Rolled Steel Blanks

They are of uniform strength and toughness throughout, wear three to seven times longer than cast steel gears and when properly heat treated, never break.

## Carnegie Steel Company

General Offices: Pittsburgh, Pa.

1161

## G&amp;O Radiators

## FOR TRACTOR SERVICE

Provide highest  
efficiency in  
Engine  
Cooling

The  
G & O  
Mfg. Co.

New Haven, Conn.



Fig. 200—PLAIN

## EMPRESS

Brass and Steel Grease  
and Oil Cups

BUILT  
FOR  
SERVICE

Catalog V Upon Request



Fig. 289

## Bowen Products Corporation

Successors to Bowen Mfg. Co.

Auburn Division, AUBURN, N. Y.



# **Government Steel Restrictions Lifted!**

**Back to Heavier Fence!**

**Full Domestic Production!**

**Send In Your Specifications**



Woven Wire Fence ("Square Deal" and Economy brands) Barbed Wire, Smooth Wire, Nails, Staples, Gates, Stock Panels, Bale Ties and other Wire and Fencing Products. Specify promptly to insure early spring delivery



## **Keystone Steel & Wire Company**

**Peoria, Illinois**



## AMONG THE DEALERS

### Arkansas.

Charleston.—Hansard & Lively purchased the hardware stock of M. T.

### Wichita Supply Co.

BELTING, PACKING, WIRE  
CABLE, THRESHER SUPPLIES

Phone M. 537

Wichita, Kas.

## BULLER-COUPLER



A perfect, automatic hitch for Tractors, Trucks, Automobiles, Threshers. Can be easily attached to any tractor, truck or trailer.

A STANDARD EQUIPMENT.

BULLER COUPLER COMPANY

Hillsboro, Kansas



## Watkins Grain Grader

Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

Large Capacity

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

Watkins Mfg. Co. 242 South Wichita St.  
WICHITA, KANS.

Minden. Catalogs requested on heavy farm implements.

### California.

Bishop.—Bishop Hardware & Implement Co. is successor to C. A. Eastman.

Blythe.—O. H. Tetzlaff has increased his stock and requests catalogs on heavy farm implements and washing machines.

### Iowa.

Carroll.—Healy & Cahill purchased the implement stock of Frank Seyller.

Elliott.—Elliott Implement Co. has discontinued business.

Winterset.—F. P. Hartsook succeeded Doak & Hartsook in the implement business.

Pella.—Andrew Van Drimmelen succeeded T. D. Tice in the implement business.

Laurens.—C. J. Speers is successor to Speers & Johnson. He erected a new warehouse and tinshop 28x40 feet, and requests catalogs on gasoline engines, cream separators and washing machines.

Iowa Falls.—A. J. Pearce leased the Foster building and will move his stock, which includes gasoline engines, cream separators and washing machines, to this location about Dec. 1.

Wall Lake.—Farmers' Lumber & Hardware Co. has been incorporated with a capital of \$40,000 by E. O. Fitz and Frederick Overhue. Catalogs requested on gasoline engines, cream separators and washing machines.

Storm Lake.—J. W. Planalp, implement and coal dealer, is erecting a new building.

Montezuma.—J. C. McIlrath repurchased the implement business which he recently sold to O. E. Quaintance, trading the Cottage Hotel for it.

### Kansas.

Oak Hill.—George Mallo purchased the hardware stock of Stetler, Hofer & Co. and has added heavy farm implements, gasoline engines, cream separators and washing machines.

Washington.—H. A. Kirchoff is closing out his implement business.

Vaxter Springs.—Fire destroyed the

vulcanizing shop of George Allison with a loss of \$1,500.

### Missouri.

Burlington Junction.—The implement and hardware stock of Corken & Yaple was destroyed by fire with a loss of \$15,000.

Shelbyville.—The implement and hardware stock of N. C. Miller & Son was badly damaged by fire recently.

Buffalo.—H. A. Bonnell is successor to C. W. Rogers Hardware & Implement Co.


## HOUSE LITERATURE

### Catalog of Viking Separators.

A large and attractive booklet with colored cover and numerous illustrations has been issued by the Swedish Separator Co., Chicago, Ill. The book contains descriptions of the Viking separators and much interesting information about the construction and use of cream separators in general.

### Barr Bulletin Is Issued.

H. Edsall Barr, Engineers, Erie, Pa., have issued a complete and informative bulletin containing full details on the construction of the Barr pneumatic high speed hammer. The booklet will be sent to interested plant men on request.



**ASBESTOS  
BRAKE  
LINING**

Trade Mark, Reg. U. S. Pat. Office

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.

We can make any width up to 6 ins.

**STAYBESTOS MFG. CO.**

5549 Lena St. Philadelphia

## Sanders Disc Plows

**M**OLDBOARD Tractor Plows are sure to fail to work in many places. The next thing to do is to get Sanders Tractor Disc Plows.

Or, it would be better to get Sanders Disc Plows in the beginning, thereby saving much trouble and the cost of the moldboard plow.

**Newell Sanders Plow Company**  
Chattanooga, Tenn.

## The SHELDON Line Is Superior In Quality and Low In Price

Kerosene and Gasoline Engines.  
Pump Jacks.  
Cream Separators.  
Hand Trucks.  
Corn Shellers.  
Wood Saw Outfits.  
Sheldon A-Ford-A Trucks.  
Washing Machines.

Sanitary Closets. Odorless Toilets.  
Tank Heaters.  
Acme Feed Cookers.  
Eclipse Cookers.  
Concrete Mixers.  
Electric Light Plants.  
Cotton and Rubber Belting.

All goods positively guaranteed. Write today for circulars, prices and terms to

**A. V. NUTT,**

1424 St. Louis Ave.

Kansas City, Mo.



## HOG FEEDERS

A splendid investment for every Hog raiser. It will pay you to push them. Refer to our Catalog page 369.

**STOWE**  
KANSAS CITY



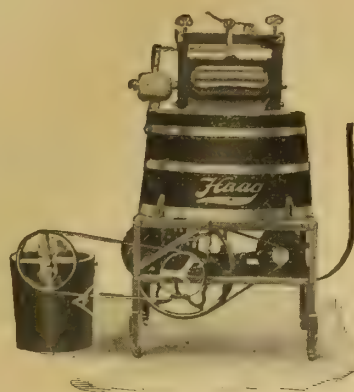


**The cream  
of the cream  
separator  
trade goes  
to the  
DeLaval  
Agents**

**The DeLaval Separator Co.  
165 Broadway  
NEW YORK**

**29 E. Madison St.  
CHICAGO**

**61 Beale Street  
SAN FRANCISCO**



**Don't  
Wait**

**Now is the Time**

to go after the Power Washer business  
with a live proposition to offer your trade.

**The HAAG LINE**

is complete and every model will give satisfaction to you and to your customers.

HAAG Washers are famous for their convenience, simplicity and durability. The heavy tub alone is a big feature and combined with the convenient arrangement of all working parts, and the utmost simplicity of mechanical construction which does away with trouble possibilities, gives you machines that "go over the top" for satisfactory service.

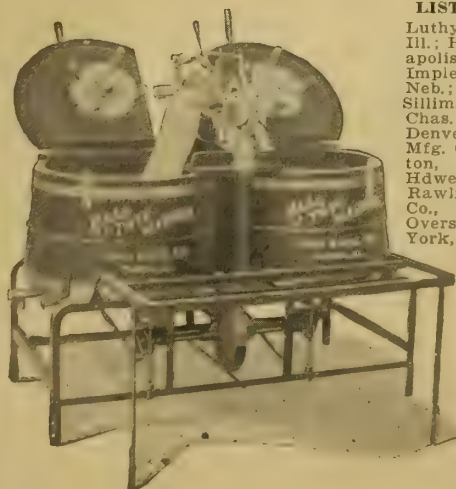
Write your jobber for full information.

**HAAG BROTHERS CO.**

PEORIA, ILL.

**LIST OF JOBBERS:**

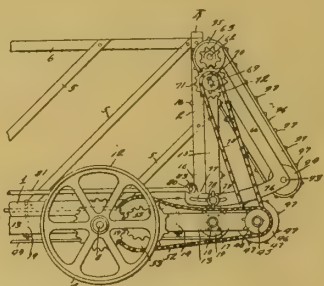
Luthy & Co., Peoria, Ill.; Huber Bros, Minneapolis, Minn.; Lininger Implement Co., Omaha, Neb.; Blish, Mize & Silliman, Atchison, Kas.; Chas. Parker & Son, Denver, Colo.; Turner Mfg. Co., Port Washington, Wis.; L. Stauber Hdw. Co., Chicago, Ill.; Rawlings Implement Co., Baltimore, Md.; Overseas Sales Co., New York, N. Y.



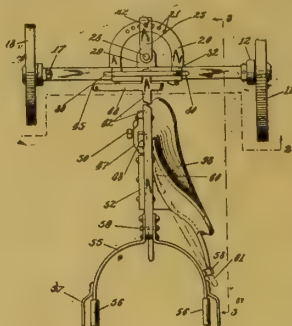


# Implement and Tractor Patents Issued October 8, 1918

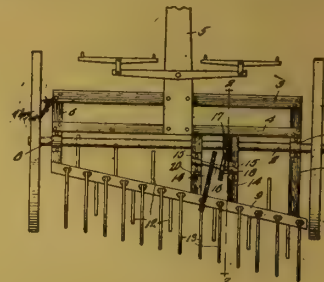
1,280,674. STRAW-SPREADER. LENNIE RAY CROM, Swanton, Nebr. Filed Feb. 2, 1917. Serial No. 146,225. Renewed Apr. 24, 1918. Serial No. 230,605. (Cl. 275-5.)



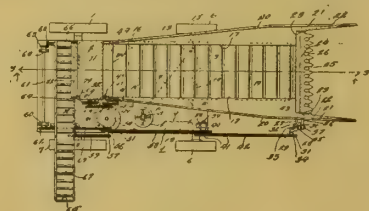
1,280,793. PLOW. JOHN MARTINOW MANDZUK, St. Catharines, Ontario, Canada. Filed June 27, 1918. Serial No. 242,224. (Cl. 97-36.)



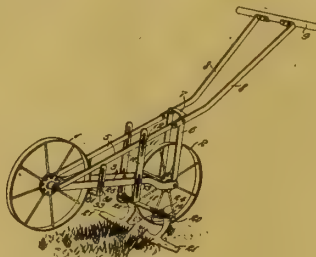
1,281,183. HAY-RAKE. HAROLD A. CHEESEBRO, Irondequoit, N. Y. Filed Mar. 26, 1917. Serial No. 157,494. (Cl. 56-115.)



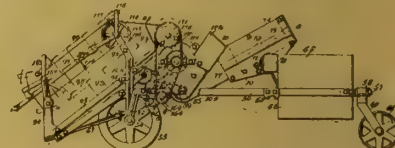
1,280,686. CORNSTALK CUTTER AND LOADER. JACOB E. DOREMIRE, Leesburg, Ind. Filed Nov. 2, 1916. Serial No. 129,132. (Cl. 193-14.)



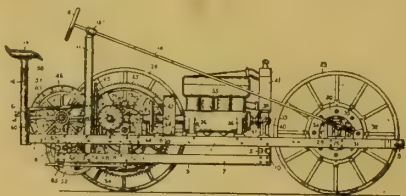
1,280,866. AGRICULTURAL TOOL. JOHN SCHAEBLE, Elyria, Ohio. Filed June 25, 1917. Serial No. 176,874. (Cl. 97-42.)



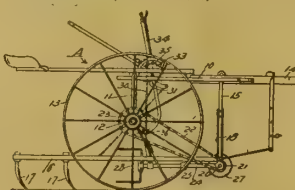
1,280,842. COW-PEA HARVESTER. ALBERT E. REITZEL, Washington, D. C. Filed Sept. 10, 1915. Serial No. 49,939. (Cl. 56-29.)



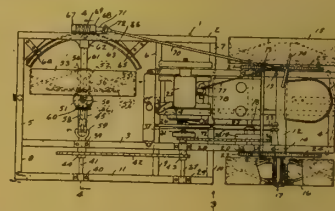
1,280,880. TRACTOR. LEE C. SHARP, Plattsmouth, Nebr. Filed July 27, 1916. Serial No. 111,639. (Cl. 74-26.)



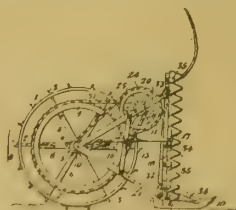
1,281,235. CULTIVATOR ATTACHMENT. FLETCHER W. VAUGHAN, Wellington, Tex. Filed May 24, 1917. Serial No. 170,713. (Cl. 97-46.)



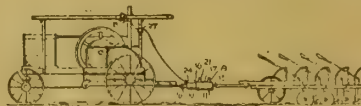
1,280,962. THREE-WHEEL-DRIVE TRACTOR. RALPH J. COLES, Los Angeles, Cal. Filed Feb. 21, 1918. Serial No. 218,466. (Cl. 180-26.)



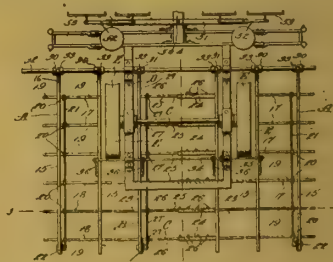
1,281,111. ATTACHMENT FOR MOWING-MACHINES. JOHN N. WILBUR, Tacoma, Wash., assignor of one-half to John G. Mohrweil, Tacoma, Wash. Filed July 2, 1917. Serial No. 178,285. (Cl. 56-30.)



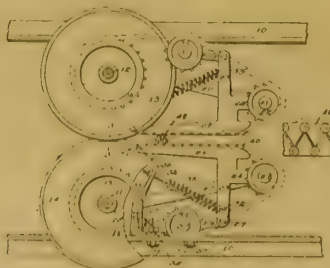
1,280,666. AUTOMATIC SAFETY DRAW-BAR FOR FARM-TRACTORS. ALVAH J. COLWELL, Norfolk, Nebr. Filed Apr. 30, 1917. Serial No. 165,457. (Cl. 180-14.)



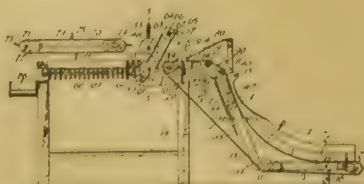
1,280,894. HARROW. CHARLES O. STENSRUD, Petersburg, Nebr. Filed Sept. 22, 1917. Serial No. 192,746. (Cl. 97-44.)



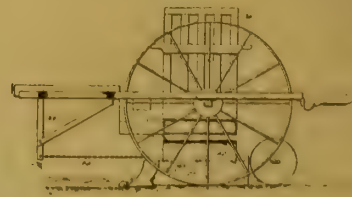
1,281,066. BEET-HARVESTING MACHINE. FRED PRIOR, Des Moines, Iowa. Filed Nov. 20, 1916. Serial No. 132,377. (Cl. 55-108.)



1,281,081. CORN-HUSKING MACHINE. WILLIAM H. SELLS, Buffalo, N. Y. Filed Oct. 27, 1915. Serial No. 58,125. (Cl. 130-5.)



1,280,895. SUGAR-CANE PLANTER. WALLACE GORDON STEPHENSON, Ogdensburg, N. Y. Filed Dec. 24, 1917. Serial No. 208,640. (Cl. 111-52.)





## ANSWERS

### This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### New Process Oil Stoves.

DUNLAP & SON, Woodston, Kan.: Re-

## Malleable Iron Castings

QUALITY AND SERVICE

JAMES F. WALSH

32 N. Clinton St. Chicago, Ill.

## CULLMAN SPROCKETS

AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver-Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand.

Catalog

CULLMAN WHEEL CO.

1347 Alhoid Street, CHICAGO



## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year.

Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing.

We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws. Write AERMOTOR CO., 2500 Twelfth St., Chicago



## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—Where rents are high—Where stocks are large and varied—Where service is essential and time has a value—Where the prevailing spirit is "Modern Methods" and Progressiveness—

There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within safe, easy, quick reach of clerks and stockkeepers—it saves unlimited time and gives your customers better service. Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

F. E. MYERS & BRO. ASHLAND OHIO.

pairs for the New Process oil stoves can be obtained from the New Process Stove Co., Cleveland, O.

### No. 1024X for Hay Rake.

HUGGINS BROS., Vian, Okla.: No. 1024X is an arch for the trip on a hay rake made by the Ohio Rake Co., Dayton, O. Repairs can be obtained from the B. F. Avery & Sons Plow Co., Kansas City, Mo.

### Repairs for Shoveling Board.

H. S. CRAWFORD, Doniphan, Neb.: Repairs for the Dandy shoveling board can be obtained from the Moline Plow Co., Moline, Ill.

### DH52 for Disk Harrow.

D. E. SHEPPERD, Blairtown, Mo.: DH52 is a draft bar press for a disk harrow made by the Roderick Lean Mfg. Co., Mansfield, O. Repairs can be furnished by the Roderick Lean Mfg. Co., Kansas City, Mo.

### AL8 and B3 for Washer.

WITTEN HARDWARE CO., Trenton, Mo.: Your order for washer parts, numbered AL8 and B3, has been sent to the Townley Metal & Hardware Co., Kansas City, Mo.

### Poles for Pony Buggies.

RYSTROM IMPLEMENT CO., Stromsburg, Neb.: Poles for pony buggies can be obtained from the Brown Carriage Co., Cincinnati, O.

### Puritan Oil Stove.

A. E. KERNS, St. Marys, Kan.: The Puritan oil cook stove is made by the Cleveland Foundry Co., Cleveland, O.

### Repairs for Disk Harrow.

HERMAN IMPLEMENT CO., Herman, Neb.: No. 333 is a coupling for the hanger box and 334 is a cap for box number 333 on a disk harrow made by the Sterling Mfg. Co., Sterling, Ill. Repairs can be obtained from the Sterling Mfg. Co., Omaha, Neb.

### Used Metal Roofing.

O. W. CHILDS, Douglas, Okla.: The following wrecking companies may be able to furnish metal roofing: King's House Wrecking, Salvage & Lumber Co., the House Wrecking Salvage & Lumber Co. and the K. C. Salvage Co., all of Kansas City, Mo.

### Repairs for Stickney.

H. B. SMITH & SON, Kincaid, Kan.: Your order for repairs for the Stickney engine has been sent to the Stickney Engine Co., Philadelphia, Pa.

### No. 16 for Hay Fork.

F. H. GILCREST LUMBER CO., Miller, Neb.: No. 91 (not 16) is a spear for a hay fork made by the Milwaukee Hay Tool Co., Milwaukee, Wis., where repairs can be obtained.

### For Chemical Fire Engine.

C. J. COONEY, St. Paul, Kan.: Repairs can be secured from the Fire Mfg. Co., Chicago, Ill., for the chemical fire engine you have.

### D55L and D55R for Feed Cutter.

W. F. OATIS, Gaylord, Kan.: D55L and D55R are knife heads for a feed cutter made by the Freeman Mfg. Co., Racine, Wis., where repairs can be obtained.

### A3 and A6 for Disk Harrow.

WESLEY HARRISON, Bomarton, Tex.: A3 is a standard box and A6 is a standard box journal end for a disk harrow made by the Ohio Cultivator Co., Bellevue, O.: Your order has been sent to the Texas Ohio Cultivator Co., Dallas, Tex.

### WHO KNOWS ABOUT THESE?

W. C. HENGSTLER, Creighton, Neb., asks who makes a disk harrow that has parts numbered Y57 and Y58.

J. E. McCANDLISS, Denver, Col., wants repairs for a disk harrow of which the casting that supports the weight box is numbered 244.

L. E. CONNEALLY, Wallace, Neb., says that a self dump header box is being used in Kansas and he wants to know who makes same.

## LEWIS VALVES

### CAN'T BE BEAT

The Lewis Steel Products Company  
4080 Detroit Ave.  
TOLEDO - - - OHIO

## Sheet Metal Stampings

Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding.

Estimates cheerfully furnished on your requirements

The Bossert Corporation  
UTICA, N. Y.

## Hayes CENTER-DRIVE PUMP JACK No. 2

Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the cheapest jack—special features unequalled at any price—the one compelling pump jack value. You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

HAYES PUMP & PLANTER CO., Galva, Ill.

MEYERCORD  
GENUINE

DECALCOMANIA

QUICK SERVICE  
"AMERICAN MADE"



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## No Wonder.

There was an air of trouble and excitement when the portly politician rushed into the newspaper office and howled a demand to see the city editor. Ushered into the presence of that austere person, he began:

"How dare you insult me as you did in your paper last night!"

"Why, what do you mean?" I printed your resignation just as you requested, didn't I?"

"Yes, but you headed it, 'Public Improvement.'"—Successful Farming.

## He Couldn't Tell a Lie.

Inquiring Lady—How much milk does your cow give a day?

Truthful boy—About eight quarts, lady.

Inquiring Lady—And how much of that do you sell?

Truthful Boy—About twelve quarts, lady.

## Were All There.

Flier (just having landed)—"Sergeant, I think a couple of those cylinders are missing."

Sergeant (counting them)—"No, they are all here, sir."—Plane News.

## AMONG US MORTALS



Pup—I really don't know what we would do, Gladys, without our hind feet. —Life.

## Where He Saw It.

"I see the girls are wearing very short bathing suits this season."

"Where did you see that?" demanded his wife.

"In a magazine," he explained hastily. —Louisville Courier-Journal.

## A Long Journey.

Private Nelson got his leave, and made what he conceived to be the best use of his holiday by getting married.

On the journey back at the station he gave the gateman his marriage certificate in mistake for his return railway ticket.

The official studied it carefully, and then said:

"Yes, my boy, you've got a ticket for a long journey, but not on this road." —Easton Dealer.

## Modern Fowls.

Miss Raynolds, a Sunday school teacher, was reading to her class; and when she came to the words, "the fowls of the air," she asked:

"What are the fowls of the air?"

There was a pause; and then one little girl apparently solved the problem and stood up.

"Tell us, Helen," said the teacher.

"Please, miss," said Helen, "it's the bad smells!"—Saturday Evening Post.

Country correspondence item two years hence: Captain Pete Miggles shucked corn for Corporal Newt Jones on Tuesday and Wednesday.—Kansas Industrialist.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—Cheap, four new Stauda Make-a-Tractor for Ford cars. Write P. R. Carlin, Spalding, Neb. 11-9-4t

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

## POSITIONS WANTED.

**Position Wanted**—Office Manager desires change. 20 years' experience in Purchasing, Sales and Accounting work. Proven Results. Permanent position with reliable firm. Reason for changing—Address O. M., Implement & Tractor Trade Journal. 11-30-3t

**Wanted**—Position by man 37 years old with 12 years' experience in hardware and implements. Address "P. W.," Implement and Tractor Trade Journal. 11-23-3t

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

**Position Wanted**—Tractor salesman experienced in all phases of the work from territorial distribution down to the retail end, is open for engagement with progressive manufacturer who desires to increase distribution with established accounts in addition to opening up new accounts. Ad-

dress "M," Implement & Tractor Trade Journal, Woodman Building, Omaha, Neb. 11-2-3t

## HELP WANTED.

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Real Salesman Wanted**—Old line Threshing Machine company desires to get in touch with real salesmen. Mighty good opportunity to tie up to a permanent job with possibilities limited only by employee's ability. Give all facts in first letter. Address W. R. S., Implement and Tractor Trade Journal. tf

**Wanted**—Experienced man for retail hardware and implement store in small town in Iowa. Prefer a man with knowledge of tractors and one exempt from the draft or with deferred classification. To a man that can deliver the goods will pay a good salary. Address "I W," care Implement & Tractor Trade Journal. 11-9-2t

**Three Experts Wanted Immediately**—Men with high grade mechanical ability in motor mechanic and tractor lines, capable of putting up a good job and in supervising departments training men who may be called into Government service. Such men of leadership and ability who measure up to the standards of war service will be considered for responsible positions drawing good salaries and where their abilities will be in the limelight and quickly recognized. Will appreciate assistance of any manufacturers who can direct such men to apply. State full particulars and experience in first letter. Address "H. G.," Implement & Tractor Trade Journal. tf

## MISCELLANEOUS.

**Wanted to Trade**—160 acres in Butler County, Kansas, for small hardware and implement stock or retail lumber yard in southern Kansas or northern Oklahoma. Retain half oil rights. Box 278, Grainola, Okla. 11-30-1t

**Manufacturer's Agency Wanted**—We wish to represent the following lines: gas and oil engines, tractors, dairy machinery, refrigerating machines, feed-mills, corn shellers, huskers, shredders, pumping outfits, tanks and towers. Also a good salesman and erector on the above lines. Box 514, Selma, Ala. 11-9-3t

**An Opportunity**—A well established heavy hardware and implement business

for sale in one of the best cities of the west, surrounded by a large, rich territory in Sunny Colorado. The future of this business is bright and the climate unsurpassed. Ask us for reason for selling. Address The Brinkley-Curd Hardware and Implement Company, 215 West Third Street, Pueblo, Colorado. 11-30-3t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota. tf

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf



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OMAHA

KANSAS CITY

MINNEAPOLIS

## Forty-One Percent Profit

**A**N attempt to corner or hold out any of the information obtainable about the sale of small separators or the farmer threshing companies, so many of which are being formed in various parts of the country, would be an injustice to the retail implement dealer.

It is not presumed that there is now existing any anti-trust act that would

By Martin Platt

not the basis of this article. The accurate figures as obtained from the books of the company give the real arguments. "Figures do not lie" and money always "talks"—at least there is every reason to believe that is true of this story.

those fields. Suppose they waited for the thresher crew and just about the time they came a season of wet weather should be their lot? Then, too, that rig was a little old, every bushel of wheat should be saved, not alone for the money it represented but what it would mean in the way of bread.

That was the way they reasoned.



IT IS JUST THIS TYPE OF THRESHING OUTFIT THAT WILL BE IN DEMAND IN MANY SECTIONS OF THE COUNTRY NEXT YEAR

bear directly on such a monopoly but there most assuredly should be such a law. The future of the community owned rig and the small separator on the individual farm holds so much for the implement and the tractor dealer, if he is alive to the situation, that it is time he was getting interested.

To guard against any accusing finger pointing and a guilty conscience it is best that you be told of one case of the many successful farmer-owned threshing outfits that has come to my attention recently. The story was told by Glenn Fitch, a farmer near Ottawa, Kan. Just the telling of the story is

And now the story as told by Mr. Fitch and the books of the Highland Threshing Co. The farmers of a certain section of the territory about Ottawa had watched the wheat land turn green in the early spring and watched the wheat grow tall under the most favorable of conditions.

It was one of the biggest acreages that section had ever had and gave promise of one of the finest harvests. Suppose the threshing rig that had made that territory its annual visit in previous years should happen to be a little late this year? There was an awful lot of money represented in

And what was true last year would be true for the years to come, several of them and perhaps many of them. It was hard to find out just who had thought of the community owned threshing outfit first. It seemed like a good many had been thinking of it.

At any rate, there were ten farmers in that section that had been thinking of it and thinking mighty well of it. It did not take long for the ten men to decide on what they were to do. They intended purchasing a separator and a tractor to operate it. One of the men in speaking of it said, "We didn't look at it so much as an invest-



## SOMETHING ONE WOULDN'T HAVE SEEN BEFORE THE WAR



Women in the tractor plants are no new thing by this time, but it may surprise some to learn in what large numbers they are being used. This large group of woman employes belongs to the John Lauson Mfg. Co., New Holstein, Wis. Their employers say that it took a little time for them to develop into good mechanics and operators, but there is no doubting their efficiency now. Many of these girls come from the prosperous rural communities around New Holstein and drive their own cars to and from work.

ment as we did insurance against the loss of our own grain."

The ten men formed the Highland Threshing Co. and purchased a 27-42-inch separator and an 18-36 tractor from the Aultman & Taylor Machinery Co. The farmers' company had a president and a secretary-treasurer and a new threshing rig.

The outfit cost \$3,680, the freight came to \$119.40 and the interest on some borrowed money was \$8.74, making the total cost \$3,808.14. The Highland Threshing Co. borrowed the difference between \$3,400, the amount paid into the treasury, and the cost of the outfit.

They received the outfit June 25 and commenced threshing July 2. Under exceptionally favorable conditions the outfit lost only two days out of the first 48 days out, a record that is hard to beat. The season was finished Nov. 5.

In that period of time the total income from the outfit amounted to \$2,418 and the total expenditures came to \$1,022.84. The profit as shown by the ledger was \$1,395.16. Remembering that the company had an original investment of only \$3,400 the Highland Threshing Co. paid a dividend of a fraction more than 41 percent to its stockholders at the close of the 1918 season.

Each member of the company paid for his own threshing, had it done on

time and the machine worked elsewhere in that section and brought its owners 41 percent profit. Figuring that the depreciation of the outfit during the season was 20 percent, it was more than taken care of by the advance in the price of machinery since the time the rig was purchased.

The company employed an engine man for 59 days whose salary totaled \$295 and a separator man was employed for 52 days at a cost of \$260. The difference in the number of days worked by the two men is accounted for by the fact that only the engine man was required when the tractor was being used to operate ensilage cutters. These salaries were included in expense.

Incidental expense items which included a canvas cover, also canvas to spread under feeder, cup grease, bolts, three steel gas barrels and many other items necessary to a new outfit totaled \$171.89.

In the operation of the tractor 1,775 gallons of kerosene were used at a total cost of \$213 and 350 gallons of gasoline were used at a cost of \$82.95. The repair bill for both the tractor and separator came to a total of \$12.89. All of these items are included in the total expenditures.

During the period of operation the outfit threshed 19,622 bushels of wheat; 18,445 bushels of oats; 129 bushels of barley; 32 bushels of rye,

and 112 bushels of other grains. The tractor was used in operating ensilage cutters that cut 695 tons of ensilage.

Here is the way Mr. Fitch concluded telling the story, a record of which does not appear on the books of the Highland Threshing Co., but which should appear on the mind of every dealer: "This is the first company to buy an outfit in this part of the country, but there will be more another year, for others have seen us make good with our tractor and separator."

## Madagascar Sees First Tractor.

Power-farming equipment, up to the present time, has not been used to any extent in Madagascar, writes Consul James G. Carter in Commerce Reports. In fact the first tractor to be introduced in the colony was imported about three months ago. This is an American machine, and is now being experimented with in connection with the planting of manioc. It is thought that tractors may be profitably worked in various sections of the low, flat lands near the east coast of Madagascar in connection with the planting of manioc, and on the southwest coast in connection with the growing of lima beans.

There are no dealers in Madagascar who make a specialty of handling this equipment, the demand for such material having been quite negligible throughout the island. Recently, however, there has been organized what is called the "Syndicat des Agriculteurs," for the purpose of encouraging the extension of intensive farming in Madagascar. This institution, it is understood, intends purchasing tractors and other classes of agricultural machinery for the use of its members. The Madagascar Government, which recently set aside 160,000 francs (\$30,880, at the usual rate of exchange), to be loaned to local agriculturists for the purpose of buying necessary machinery, has agreed to turn over 120,000 francs (\$23,160) to the Syndicat des Agriculteurs in connection with the latter's undertaking to introduce modern agricultural machinery into the island.

The president of the Syndicat des Agriculteurs, the chief of the Madagascar service of colonization, at Tananarivo, and the presidents of the various Comices Agricoles at the following places, might be interested in literature and correspondence, in French if possible, concerning agricultural machinery and implements: Tananarivo, Tamatave, Majunga, Diego Suarez, Nossi-Be, Mananjara, Tullear, Vatomandry, Analalava, Pianarantsoa, and Ambositra.





# PEACE IMPOSSIBLE WITHOUT FOODSTUFFS

## Pledge of the United States Food Administration to Send Twenty Million Tons to the Liberated Nations Places This Industry Under Obligation to Drive Harder Than Ever

**A**MERICA has pledged to furnish twenty million tons of foodstuffs to the liberated nations of the world. Thus one more wonder has been added to this year of wonders. The signing of the armistice has brought the food-producing functions of this country within reach of starving millions, for years cut off from us by the German lines and German submarines. A greater task than ever confronts the American farmer and his chief lieutenant, the American implement man.

Scarcely had the news reached Washington that the momentous document had been signed on board Marshal Foch's special, when the United States Food Administration raised its pledge from seventeen and one-half million tons to twenty million. Within the first week after the armistice went into effect consignments of an emergency food order of more than two hundred thousand tons had been dispatched.

Plainly, all this means more effort on the part of the implement industry and American agriculture. Until the food situation has been relieved everywhere, no real peace can be said to be in sight. In the most serious sense possible, it's up to the farmer and the maker of farm tools. Upon the people of this industry devolves a duty which cannot be escaped, even if anybody were inclined to escape it. That is what is meant by the expression, "the greater responsibilities of peace." There is not an atom of exaggeration about it.

Yet there are a few affiliated with this tremendous industry who labor under the fallacy that the time for a let-down has come. No graver mistake could be made. To an exceptional degree, the world is looking to the purveyors of agricultural implements for relief—unconsciously, of course, but none the less insistently. Unfortunately for those of this industry,

the people at large do not realize to what extent they are dependent upon it. Nevertheless the indisputable fact exists.

For many months the enterprise of the country has been so concentrated on military objectives that ordinary activities have necessarily been held in abeyance. When the armistice was signed, figuratively speaking, the dam broke. Civil enterprise once more has the ascendancy. Vitally important work, planned months ago, can now be carried out. Although all restrictions have not yet been removed, some of them have been lifted. Even yet the implement industry is permitted to produce only 87½ percent of its normal production. Actually it has not been able to reach that maximum. It will take time, and lots of it, to get back to the normal output.

In the meantime the farmer is under pressure to produce. He must have more tools, despite the conservation of his machinery which he has properly been practicing. The prices for his products have been high and promise to continue so. Where it is necessary for him to borrow money to finance the purchase of additional farm operating equipment, the banks are able and willing to advance him the funds.

Banking conditions have never been healthier. Because of the necessity of providing for the four Liberty Loans thus far placed with the people of the country, it has been the wise policy of the banks to husband their reserves to meet the national emergency. With the virtual assurance that there can scarcely be more than one or two more loans, the financial institutions are now in a position to lend their funds again for the development of the thousands of enterprises which the coming of peace is quickening.

All in all, it is impossible to see how the country, or its business houses of every normal description, could be in more substantial condition. War-time exigencies have taught American business what it can do when it extends itself. The ordinary before-the-war pace seems slow now. Acceleration is apt to characterize every business activity. The farmer, if it seems best, can go to his local bank and get all the money necessary to keep his operations at full tilt. And the banks, since they have no long series of Government loans ahead of them, are enabled to finance farming and other classes of legitimate enterprise. "Well-planned activity" is the thought of the hour.

## No Demand for "Artificial Optimism"

### War, Peace and Food.

From E. C. MERWIN, president, Russell & Co., Massillon, O.:

The end of the fighting may be near at hand, but the necessity for effort on the part of America and her Allies will not pass with the signing of peace. In the matter of food production, for instance, the people of the United States will bear a peculiar obligation to the world long after the last foe has laid down his arms. America must raise

more food in 1919 than she did in 1918, though the record for the present season is a monument to the country's patriotism and productivity.

The hunger of the world cannot be appeased with peace treaties, nor can countries ravaged by war begin immediately to raise food in sufficient quantities to meet their own needs. Several years will be required to bring about a peace-time economic adjustment that will guarantee the war-stricken nations against food shortages. Not only have countries been devastated, but their man



power has been shockingly curtailed. In addition, is the certainty that great quantities of labor will be needed for the physical reconstruction of cities, the rebuilding of roads and of public work of all kinds.

This, one may assume, will keep wages high and tend to call still more men away from country districts. In other words, at the time when these nations will be in the greatest possible need of food products, a condition will exist calculated to reduce, rather than increase, the number of food producers.

Under these circumstances, it is a natural assumption that the world will continue to look to the United States as to a granary whose capacity has been tested under the conditions of war. It will remain for the United States to respond to the appeal, as it has responded for the past four seasons.

One of the creditable chapters of this war, when its history is written, will deal with the response which American agriculturists made to the world's call for food. With a patriotism like that which animates our troops abroad, under conditions involving at times much hardship and always involving extraordinary toil, the men and women of rural America have stood by the flag of their country, answering with bumper crops the call of a hungry world.

After such a demonstration of militant Americanism on the farms, no doubt will be entertained as to the manner in which this further appeal will be met—this appeal to continue the strenuous effort to feed a world whose hunger will not cease with the silencing of the guns.

### "Pep, Push, Pluck, Peace!"

From CURTIS M. JOHNSON, Rush City, Minn.:

This is a great time for optimism. The implement dealer today never had an opportunity equal. Big business, satisfactory business and sensible business, require foresight.

It is hard to realize that the war is over. When this fact sinks in, there should be enthusiasm for the future more than ever before. Pep, push, pluck, peace, all combined for prosperity! There can be no reason why farmer or dealer should wait on the market. Prices cannot drop unless no one buys, but if everyone orders now for 1919, this bunch of orders alone would keep prices up and for prosperity and success in the future, prices must be maintained.

It is just as important now for implement dealers to buy in advance to protect the market, as it would be to stand by the banks when financial clouds arise. I do not look for any drop in prices on manufactured goods for over a year, for I know stocks on the farms and in the implement dealers' hands are smaller than ever. I am ordering the usual amount of goods for next year's trade without trepidation. Nineteen-nineteen will be the biggest and best year for the implement dealer who hustles. Let's go to it.

### America Was and Is Prepared.

From H. L. LITCHFIELD, president Litchfield Mfg. Co., Waterloo, Ia.:

Regardless of the more or less minor mental disturbances which will be spasmodically in evidence from those people who are too much inclined to judge a

new world from a dying world's standards, it is our opinion that nothing but prosperity is ahead of us.

It seems to us that the whole situation hinges on the one word confidence, confidence of the kind and quality that is stable and which stands solidly in its own position, not unduly optimistic, not of the plunging speculative character, but the kind that stands hitched and is not to be scared loose by the squawking of a stray pessimist or the united roar of a concerted and willfully misleading "bear" movement.

Politics may not be "adjourned" but it has got a mighty small quorum just now, as it should have, until complete transition has occurred. The men who have been doing things are going to keep on and their kind and number are going to grow. The childish prattle that was, the prattle about America not being prepared for war—the absurdity of it is glaringly evident when we realize at this time how America was prepared as no nation ever before has been, a democratic preparation that has been going on for more than a hundred years. Everybody sees it now—everybody realizes that America is to be the balance wheel in the machinery of all future internationality.

Standing in this position, it is difficult to understand how any business man, unless he be pro-German or a mighty "weak sister," can believe that this great democratic, efficient American machine can now establish a panicky precedent for other nations to follow. Of the doubter we would like to ask, where is his red blood and his Americanism, if he can think for one moment that this, the hub of humanity, is going to lapse into an old-style, panicky depression or any of the old-fashioned everyman-for-himself and the-devil-for-us-all calamity?

With our banking laws and our present Government control which should not and in our judgment will not be relaxed too quickly, our future peace prosperity is not to be second to our Nation's capacity for war when it is a righteous and good cause.

All legitimate lines of business must prosper, and if there is a branch that must take the lead in this prosperity because of the farmers' unprecedented position, it is the farm operating equipment. It hardly seems necessary to explain our views by calling attention to the food situation, the enormous demand for all kinds of products the United States is in position to supply, not forgetting experience, initiative, etc., etc.

Can we do less here in the United States than to have at least as much confidence in ourselves as other nations have in us? Nothing, absolutely nothing, but a pessimistic national indigestion can prevent great American prosperity for a long term of years.

### Victory and Peace Letter.

B. F. AVERY & SONS, Louisville, Ky., have sent the following letter to the trade:

In reply to inquiries as to trade conditions, we submit the following regarding plows and tillage implements:

As to trade: We have reason to believe that for the remainder of this season, and for several years to come, the plow and tillage implement business will

continue unusually brisk, and equal to, or in excess of, our capacity to fill orders.

Solid prosperity: Farming just now is a great and profitable business, and the outlook is that it will continue growing better and more profitable. With the coming of peace the supply of farm labor is being gradually increased, and hence more and better farming will be done. The world needs vastly more food, feed, cotton, and all other farm products than are now available, and the demand at home and abroad is calling, and will continue to call, for increased crops. This means larger and larger demands for plows and tillage implements and increasing prosperity for farmers and implement dealers.

As to prices: As manufacturers our prices must necessarily be based on our cost of production. During this year we have made no great advances in our prices, although we have incurred very considerable advances in our cost of production. Advances in labor have been frequent and important, and the general advance in freights and other items of operating a manufacturing business you are well aware of. In order to supply the dealer that he may be able to supply the farmer implements for the present and next crop use we have had to make provision for many months past in materials, supplies and labor at current prices. We must now sell our implements on basis of these costs.

The future: Even if there should be a decline in prices of some materials, it could not affect our present selling prices, because it could not affect our costs this season. Before there can be any price reductions in plows and tillage implements, in our opinion there must first be very substantial declines in costs of materials, supplies, labor, and other manufacturing costs. We have no hesitation in guaranteeing the prices on any goods made by us against any decline in our own prices up to date of shipment.

Carry on: It seems clear to us that the facts and commonsense of the situation suggest that implement manufacturers, dealers and users should keep in the middle of the road and continue pushing their business along the established safe and sane lines. The whole world needs greatly increased quantities of farm products, hence the farming and farm implement industries are likely to continue busy for a long time ahead. The laws of supply and demand and the costs of production will regulate prices of implements as well as farm products. The future of the farming industry, in our opinion, was never brighter. Get your goods in early and push sales. Carry on! Victory and peace are here. Now is the time to do business.

"While the earth remaineth, seedtime and harvest, and cold and heat, and summer and winter, and day and night shall not cease."—Genesis 8:22.

"And He shall judge among the nations, and shall rebuke many people: and they shall beat their swords into plowshares, and their spears into pruning hooks: nation shall not lift up sword against nation, neither shall they learn war any more."—Isaiah 2:4.

"And He shall judge among many people, and rebuke strong nations afar off; and they shall beat their swords into plowshares, and their spears into pruning hooks: nation shall not lift up a sword against nation, neither shall they learn war any more."—Micah 4:3.



# Plan the Oklahoma Dealers' Convention

Program Announced for the Oklahoma Hardware and Implement Association's Annual Session, December 10, 11 and 12, Provides for Discussion of Most Vital Subjects.



HENRY BORKLUND  
President, Oklahoma Association

If the annual convention of the Oklahoma Hardware and Implement Association, to be held next week, Dec. 10, 11 and 12, in Oklahoma City, proves to be anything like that state's crop and business prospects for 1919 then in the words of the wise prophet, "Wow." What a great meeting those dealers are planning.

Sections of Oklahoma this past year suffered severe loss as a result of an extended period of drouth. Wheat, corn and cotton crops were damaged. The prospects for next year, however, are the very best. That is true of all parts of the state. It is said that at no corresponding period in any previous year has the outlook been as good.

Crop failures, together with war conditions, had resulted in the banks retaining a tight hold on their reserves. The promise of the end of the war and the prospect of only one more government loan to be floated has had a tendency to loosen the money markets of the cities and consequently the rural correspondent banks.

There are many questions, local and with regard to the industry, that are of immediate interest to the Oklahoma dealers. It has been quite an accomplishment to secure the program that has just been announced by Secretary W. B. Porch. The program contemplates addresses of a most varied character and assures a wide latitude in the open discussion of the convention.

The Skirvin Hotel has been designated as the headquarters for the con-

vention. The convention will start Tuesday afternoon with the registration of the dealers in the lobby of the Skirvin Hotel. The dealers will be registered, have their dues collected, be properly tagged and receive their convention program and tickets from the secretary and his assistants.

The ladies, too, must register and

## To Oklahoma Dealers

To the hardware and implement dealers of Oklahoma, Greetings:

Thirty days ago you were busy planning to meet the conditions enforced upon us by war which had become our principal business.

Today you are even more busy, but with a far different feeling, rearranging your affairs so that you will be able to do your part in the immense work of reconstruction which is before us.

Do you think it wise that each of us should attempt the job single-handed? Don't you feel that the information others may have secured, will be of great assistance to you? Don't you feel that you would like "to talk it over" with the "other fellow" who is studying the same problems?

I am sure you are anxious to exchange ideas with all the rest of us, so we will expect to meet you at the first session of this convention.

The entire time of the convention of the Oklahoma Hardware and Implement Association will be devoted to the discussion of the various phases of the great reconstruction period into which we are just entering.

Some of the best posted men in the various branches of the hardware and implement trade will be in attendance and at your service during the entire meeting. Join us in these discussions, contribute what ideas you have gleaned from your investigations and experience in exchange for the best offered by others, in this way we shall all be greatly benefited by the meeting.

It is an old saying and true, "The benefits received by a member of any order are in proportion to what he has contributed to the success of the order."

Cordially yours,  
HENRY BORKLUND,  
President.



W. B. PORCH  
Secretary, Oklahoma Association

receive badges in order that the entertainment committee does not overlook anyone. The Oklahoma City address will be given at the time of registration so that if anyone is wanted outside of the convention hours he can be located promptly.

The ladies' entertainment committee, in which Hugh Donly, I. H. C. general agent, has been drafted as a member, is planning a series of informal entertainments extending over the entire period of the meeting and concluding with an evening at the home of Mrs. W. B. Porch, Thursday.

The visiting dealers will be entertained at convention sessions until adjournment Thursday, and then they are warned to get ready for the big show. The Oklahoma City Jobbers and Manufacturers' Club is to be master of ceremonies Thursday night. This is the way the announcement reads, "S-s-s-s-sh, it is to be something entirely different and will surpass anything you have attended recently." Announcement of the tickets, time and place will be made in a closed session of the convention. You had better attend every session or you might miss the right one.

The musical programs of the convention will be under the direction of Mrs. C. J. Dickinson, wife of the Oklahoma salesman for Enderes Inc., Albert Lea, Minn.

The following committees have been appointed and are requested to meet with President Borklund and Secretary Porch at 10 o'clock Wednesday.

(Continued on page 44)



# "Liberty Fuel" Is the Latest Solution

An Important-If-True Development Credited in Part to a Former Tractor Engineer Now in the Army.

OUT of Washington comes the advice that a new fuel has been developed, "vastly cheaper and better than gasoline." Within the last three or four years similar announcements have been made in various quarters. So little has come of them, however, that the motor industry continues skeptical.

Perhaps the best recommendation for this latest information is that it is apparently authorized by the War Department and that one of the men who developed the fuel gained an excellent reputation as an engineer in the tractor manufacturing field. Major O. B. Zimmerman, who, with Capt. E. C. Weingerber, made the discovery, served as chief engineer for the Hart-Parr Co., Charles City, Ia., and at the outbreak of the war was resident engineer in Brussels for the International Harvester Co.

## Escaped From Belgium.

From Belgium he managed to escape to Holland with his family before the Germans could get their hands on the throat of the heroic little country. When the United States entered the war Major Zimmerman won his commission and was attached to the engineering department of the mobile army. "Liberty fuel" is the name given to the discovery. The announcement follows:

The fuel is the result of more than 500 experiments conducted by Major O. B. Zimmerman and Capt. E. C. Weingerber of the research and development divisions of the general engineering depot in Washington.

Exhaustive experiments have proved that the new fuel is adapted to all kinds of motor vehicles, stationary engines and airplanes.

## Basis Is Kerosene.

Kerosene is the base of the new fuel. Credit for the production of the new fuel is given by Major Zimmerman to his colleague, Captain Weingerber, a gas and oil engineer of wide experience and established reputation. "Liberty fuel" acts completely as a gasoline substitute," said the major.

"It is odorless, tasteless and non-corrosive. It leaves less residue of carbon than any gasoline, requires less air or oxygen for combustion and develops greater horse power.

"The force of the explosion of 'Liberty fuel' has been found to be 30 per cent greater than gasoline."

## Will Be Cheap.

The ingredients other than kerosene are of low cost and can readily be ob-

tained. The process of manufacture is exceedingly simple.

Major Zimmerman said the cost of the new fuel would be vitally less than that of gasoline. Arrangements will undoubtedly be made so that the public will benefit from the discovery, he said.

Had the war lasted a few months longer, "Liberty fuel" would have undoubtedly played a tremendous part in its prosecution, Major Zimmerman said.

Arrangements had been made for quantity production, much of which would have gone to the forces abroad.

"Liberty fuel" has these advantages over gasoline: Engine starts easier; fuel explodes at temperatures even below zero; mileage per gallon is greater; safe against premature explosion, and some materials used in manufacture are now a drag on the market.

## Wisconsin Dealers to Meet Next Week

Farm Machinery Exhibit Is Said to Be the Largest Ever Held in the State.

Wisconsin dealers expect the thirteenth annual convention of the Wisconsin Implement Dealers' Association, to be held at Milwaukee Dec. 11, 12 and 13, to be the biggest yet in point of attendance and interest shown in conditions confronting the trade.

The convention sessions and machinery exhibit will be at the Milwaukee Auditorium and hotel headquarters will be the Republican House. The officers of the association are: H. A. Schultz, Portage, president; William Victora, Muscoda, vice-president; R. G. Nuss, Madison, secretary-treasurer. A program of entertainment has been arranged by the woman's reception committee and several speakers of national reputation will be heard at the sessions.

The exhibit of farm machinery, tractors and farm equipment is declared to be the largest that has ever been under one roof in Wisconsin. The new Machinery Hall of the Auditorium, a space 310x280 feet, will be devoted to the display. Convention sessions will be held in Juneau Hall.

The program is as follows:

### Wednesday, Dec. 11.

8 A. M.

Opening of Machinery Hall.

1:30 P. M.

Music by the Mauston boys' band.

Song, "America."

Question box in charge of L. H. Waite.

President's message, H. A. Schultz.  
Report of secretary, R. G. Nuss.  
Report of Federation delegates, J. H. Hayden.

Report auditing committee.  
Appointment of committees.

### Thursday, Dec. 12.

8 A. M.

Machinery Hall open.

9 A. M.

Question box in charge of John Hessel. W. F. Loomis, branch manager, Oliver Chilled Plow Works, Milwaukee, Wis., "Why the Implement Dealers Should Handle Tractors."

J. B. Bartholomew, president, Avery Co., "The Future of the Tractor."

Success made in selling tractors by leading implement dealers of Wisconsin.

Address by former Insurance Commissioner H. L. Ekern, on "Mutual Fire Insurance Companies."

1:30 P. M.

### VICTORY MEETING.

Machinery Hall closed for two hours.

Music by band.

Address, F. R. Todd, vice-president, John Deere Plow Co., Moline, Ill., on "Government Regulation as Affecting the Implement Industry."

Address, F. A. Cannon, "What Good Roads Mean to Us as Dealers."

Address, Charley Whelan, America.

### Friday, Dec. 13.

8 A. M.

Machinery Hall open.

9 A. M.

Question box in charge of committee.

Report of resolutions committee.

Report of necrology committee.

Report of membership committee.

Report of nominating committee.

Election of officers.

Unfinished business.

1:30 P. M.

Meeting of officers and board of directors at secretary's office.

5 P. M.

Formal closing of Machinery Hall.

## Tractors Building Up France.

America is helping France to rehabilitate her agriculture, according to an article in one of the Paris papers, with a view to economizing tonnage from this country. France does not produce today anywhere near enough for her army and civilian population, to say nothing of the food for the large foreign armies fighting on her territory. For instance, 330,690,000 bushels of wheat annually were necessary for the needs of the French people before the war. At present France produces scarcely more than 146,000,000 bushels. But by restoring to cultivation most of the lands abandoned owing to labor scarcity, and by intensifying agricultural production, France's acres are brought back to normal again.

The American Red Cross, the American Committee for Devastated France, and the Civilian Committee are all cooperating in this task. During 1917, 7,500 acres were thus reclaimed, the proceeds of an acre being 52 bushels of grain. Thirty mechanical trac-



tors were employed. To replace those so wantonly destroyed by Germany, 7,900 trees were planted.

Not only will ocean tonnage be economized by this cultivation of abandoned French fields, but incidentally, comments the writer of the article, the French farmers are getting acquainted with American agricultural methods, a distinct benefit which will endure long after the war is over.

### To Manufacture New Tractor.

The American Mfg. Co. has been incorporated at Peoria, Ill., to manufacture tractors. Capital stock is \$300,000. J. W. Kinross, well known in the engine and threshing machine business, will be president and general manager, and is the designer of the tractor which will be made by the company.

### Averys in Peace Celebration.

There is no doubt in the minds of those who saw it but what Peoria, Ill., the "tractor city," as it is often called, celebrated just as long and just as loud and in just as many novel and unique ways, the signing of the armistice, as did any of the larger cities, such as Chicago and New York.

As soon as the news was flashed from home to home, the inhabitants of the city began the parade to the down town district, and the workmen of the many different factories congregated at their respective factories and marched in a body to the loop district. The celebration and parade of the down town streets began as early as 6 o'clock in the morning and lasted until far after midnight of the same day.

Among the factories celebrating was the Avery Co., whose employes, numbering two thousand, marched from the factory in Averyville several miles down town. The big parade was led by the six sizes of Avery tractors and the Avery motor cultivator, also the company's motor trucks which were loaded with girls and boys. All of the tractors and trucks were decorated with flags of the Allies and the Bull-Dog trade marks. One of the features of this part of the parade was the Avery 8-16 tractor which carried a huge Liberty bell, while another model of the Avery tractors carried a sign, "First in War and First in Peace."

While the celebration was at its height, the Avery Co. had its photographer take a moving picture of the parade and the mass of people congregated down town. This film has now been developed and the Avery Co. is going to present it to the city of Peoria.

## Price of Binder Twine to Be Lower

### Agreement Between U. S. Food Administration and Manufacturers Results in Reduction of Two Cents per Pound.

In accordance with the agreement with the manufacturers of binder twine and the United States Food Administrator, the Food Administration makes the following statement with regard to reasonable profits on the sale of binder twine for the harvest of 1919.

It appears that a substantial amount of twine was carried over by manufacturers which was manufactured from sisal purchased at 19 cents a pound. Further sisal has been purchased at approximately 16 cents per pound, making an average cost of sisal to manufacturers about 17 cents per pound.

The Food Administration considers that the sale of binder twine manufactured from such sisal should not be made by the manufacturers at prices per pound which exceed this average price of 17 cents by more than the following amounts:

Standard and sisal binder twine, 500 ft. to the pound, f. o. b. factory, carload lots of 20,000 pounds or more, 4c per pound.

Lots of 10,000 pounds or more but less than 20,000 pounds, 4½c per pound.

All amounts less than 10,000 pounds, 4¼c per pound.

Prices for other grades should not exceed the prices of standard and sisal twine by more than the following amounts:

550 feet to the pound, 1¾c increase.  
600 feet to the pound, 3c increase.  
650 feet to the pound, 4½c increase.  
650 feet to the pound, pure manila, 6c increase.

The Food Administration has considered the increased weight of binder twine over the sisal contained therein in determining the above margins.

These margins will result in binder

twine being sold by the manufacturers at two cents less per pound than during the season of 1918 and the twine should therefore reach the consumer at a lower price than during the last harvest.

In conformity with the ruling of the United States Food Administration, the International Harvester Co., Chicago, has under date of Dec. 2 authorized its branch houses to quote the following prices on binder twine in lots of less than 10,000 pounds:

Sisal or Standard 21¼c per lb.  
Standard Manila (550 ft.), 23c per lb.  
Manila (600 ft.), 24¼c per lb.  
Superior Manila (650 ft.), 25¾c per lb.  
Pure Manila (650 ft.), 27¼c per lb.

With the usual allowance of ⅓c per pound on 10,000-pound lots, and ¼c per pound of 20,000 pounds or carload lots.

The above prices are based on deliveries f. o. b. Chicago, Ill., Auburn, N. Y., or St. Paul, Minn., at which points the Harvester Co. operates twine mills. For the Pacific Coast territories, delivery will be f. o. b. Portland, Ore.

### Incorporate Tractor Company.

The Market Garden Tractor Co. has been incorporated at Minneapolis, Minn. to make tractors and gas engines. Capital is \$25,000. The incorporators are L. G. Bowman, H. V. McCullough and R. S. Avelsgard.

The John Deere Plow Co. and the Dain Mfg. Co. of Welland, the Deere implement interests in Canada, have consolidated under the name of the John Deere Plow Co., with a capital stock of \$1,000,000.



THESE TRACTORS SNORTED THEIR GLEE AT THE PEORIA PEACE JUBILEE



# Implement & Tractor Trade Journal

1886

1918

Formerly the Weekly Implement Trade Journal

Established by  
CLIFFORD F. HALL

GEO. F. MASSEY  
Editor

HALLEY K. DICKEY  
Tractor Editor

SATURDAY, DECEMBER 7

## PERMANENT ELIMINATIONS

WHEN the Conservation Division of the War Industries Board approved the elimination of so many odd styles and sizes in articles of farm equipment they did more than was superficially apparent. They made it possible for the manufacturers to do away with a vast volume of what amounted to waste production, which most of them had vaguely wished to eliminate for years.

There can be little doubt that the great majority of eliminations specified as a war measure will be adhered to long after peace is established. In seasons to come the complicated lines which the implement builders thought they were obliged to manufacture will have become unpleasant memories.

The reform will have permanent and wholesome effect on manufacturing practice. Ultimately it should cut down the cost of farm equipment production to a distinctly considerable degree.

## A QUESTION OF QUALITY

ABOUT this time of the year the insurance question often arises among dealers. The matter of rates, as a rule, receives more than its due of attention. It is a natural inclination, of course, but one against which the dealer should guard.

Some days ago a Nebraska implement man stepped into an Omaha fire insurance office. Sure enough, he was not long in placing a good deal of emphasis on rates. Thereupon the insurance man took him on his knee, figuratively speaking, and said a few things about the fundamentals of insurance somewhat after this fashion:

"When you merchants buy insurance you think altogether too much about the premium, giving no thought, apparently, to the quality of the protection. It is not a policy that you need, primarily, but an assurance that the loss will be covered in the emergency. Please think more of that phase of your insurance. After all, it is the one big idea."

Yes, this dealer knew very well that he was listening to a sales talk, but he also knew that every word of it was gospel truth. So he had the good sense to carry the lesson home with

him, and he admits that the next time he buys insurance he will examine more carefully into the kind of protection he is buying.

## A "GREAT LITTLE" IDEA

NOT long ago a banker, addressing a convention of implement dealers, offered this advice, "If your banker is not interested in community development, get another banker." The advice would be just as valid before a gathering of bankers or farmers. An implement man could say to them, "If your farm equipment dealer is not interested in community development, get another dealer—that is, lend your support to a real merchant who knows that his prosperity depends directly upon the prosperity of those around him."

All of which may be very platitudinous, but the man who overlooks the platitudes of life is the man who flies off on a perilous tangent. After all, it's the plain, obvious things that count most.

Before we go further, we should state that these amiable remarks are inspired by the Pig Club idea. That idea actually works in the northern part of Caldwell County, Missouri, out of Hamilton. Let President Samuel L. Wonsetler of the Hamilton Trust Co. tell it:

"The Pig Club work has done more to get the farmers interested in pure bred hogs in the past two years than anything that has been done in the past ten years. The work is handled by the Hamilton Advertising Club! [The exclamation point is our own. Hamilton has a population of 1,761, but the fact that it is a rural community doesn't bar it from the benefits of an advertising club.—Ed.] This year we had more than three hundred pure-bred Duroc and Poland-China hogs and pigs in our sale. Our county agent is talking of extending the movement over the entire county next year. We are already making plans for the third annual sale in October, 1919."

At the recent Pig Club sale in Hamilton the volume amounted to \$13,171. By encouraging the ambition of the farm boys and girls, just that much wealth was added to the county. Dealers, propagate the Pig Club idea.

## A CASE OF "LEST WE FORGET"

THE tragic lesson of this great war is before us right now. In the most emphatic possible sense, it is a case of "Lest we forget." Had it not been for the French army and the British fleet that stood between us and hideous national disaster a large part of our Atlantic seaboard, in every reasonable probability, would right

now be under the heel of the Hun. Our own soldiers, instead of pushing toward the Rhine as they are now, would be huddled back in our interior somewhere, doing their best under the crippled conditions brought about by the possession of our greatest manufacturing district by the enemy, to hold him back and preparing for his ultimate expulsion. What Belgium and northern France have tasted would have been our own bitter portion.

No doubt that sounds sensational and "scary." But it is not half so strongly stated as the occasion demands. We must take the only measure available to make it forever impossible—the institution of military training.

That measure will give us more than safety. It will upbuild the physical and moral fabric of the Nation, without in the slightest degree impairing our ideals of democracy. Every able-bodied citizen will also be a fairly trained soldier, minus those evils that so often accompany professional soldiery. Our standing army can be reduced to the minimum. Instead of having militarism, we shall have the very antithesis of it.

## A NATIONAL "FIRE DEPARTMENT"

SEVERAL implement trade conventions have already adopted resolutions in favor of a permanent system of military training for all young men physically and mentally qualified to receive it. The subject is one that can be properly discussed in such a publication as the Implement & Tractor Trade Journal which a good many months ago, when few apparently took interest, treated the topic editorially. It is both difficult and undesirable to divorce good business and good citizenship. The virtues of the two are so inextricably intertwined that one can scarcely be considered apart from the other. The inference of their close relationship is always present.

To the progressive and patriotic mind, whose devotion to our free institutions is inborn and profound, it is hard to understand the attitude which opposes such training. We doubt whether there is such a thing as an American "junker." Even the jingoes are much scarcer than is popularly supposed. No one at all worthy of consideration in this country wants militarism; indeed, the characteristic feeling is set so strongly against it that there is actual danger we may fail to protect ourselves nationally, which protection is not militarism at all.

It is merely common sense, such as every civilized town in the world employs when it installs a fire-fighting department.



# Resolve to Continue Conservation Methods

## Farm Wagon, Ensilage Machinery and Bob-Sled Manufacturers Meet in Chicago

Continuation after the war of the conservation restrictions decided upon by the War Industries Board was decided upon by three groups of manufacturers who held meetings in Chicago during November.

The Farm Wagon Department of the National Implement and Vehicle Association held its annual meeting at the Hotel LaSalle, Chicago, Nov. 19 and 20. The meeting was largely attended.

The farm wagon manufacturers have aided the Government in providing the necessary supply of Army transport wagons, carts, and other war vehicle supplies, and had a considerable amount of this work in process of manufacture when the armistice was signed.

The Government is asking the stoppage of all operations, where this can be done without serious loss, and the manufacturers came together to receive information and to consider the working out of a plan to accomplish this purpose. E. E. Parsonage, chief of the Vehicle, Implement and Wood Products Section, War Industries Board, came from Washington to explain the matter fully to them. Linked with this same problem was that of handling the large order for extra wheels placed by the French Government.

In addition the following subjects also received attention: wagon and truck warranty; bent or straight heel shafts for one-horse wagons, etc. Under the topic of "After the War Problems" H. J. McCullough of the Emerson-Brantingham Implement Co., delivered a paper.

### Approve Present Limitations.

The subject which concerned the meeting most was the question of whether or not the rulings of the Conservation Division of the War Industries Board regarding eliminations would be continued if that Division ceased to exist.

The meeting was informed by Mr. Parsonage that special provision had been made to perpetuate the rulings made for some time into the future, and after a thorough discussion the sentiment of the meeting was voiced in the following resolutions:

"Whereas, It is the earnest purpose of the Farm Wagon Department of the National Implement and Vehicle Association to conserve the various materials used in the construction of entire lines of farm wagons and trucks, as well as to

increase the efficiency of the factories and to conserve labor; and,

"Whereas, We know that the manufacturing of those wagons and trucks in one track only, and that the universal automobile track of 56 inch, will result in the reduction of stocks of these articles in the hands of jobbers, dealers and manufacturers, also in the stocks of materials all along the line; and,



You're right, Raging Reader. Entirely too many people get optimism mixed up with cheerful idiocy.

Be careful, fans! You'll get all balled up if you confuse the League of Nations with the National League.

This was drawn from the Question Box at the Omaha convention: "Should a dealer belong to his community club, and what are the benefits?" Should a hungry boy respond to the dinner-bell and, if so, why?

ILLINOIS voters have decided to bond the state to the amount of \$60,000,000 for good roads. Bravo, Illinois!—that is, if anybody can be persuaded to employ that classic ejaculation these days. If not, Hurray!

Now that the black eagle has been deposed as the emblem of Germany, some of the paragraphers are worrying about a proper substitute. For the thought which came to mind in this regard we owe abject apologies to the buzzard.

TURKEYS were roosting so high that we had just about decided upon a can of oil sardines for Thanksgiving dinner, but our family compromised on a hen, which, though we didn't get to hear any of the interesting details, must have had a long and lurid past.

ONE of our staff, who loves the Hun just as he loves to be docked, can't quite meet the views of the parlor pacifists contending that America is under moral obligations to supply food to the Germans. His motto, he declares, is: "Don't feed the mouth that's biting you."

THOSE Omaha managers who, all clad in the immaculate white so conventional behind the bar, served gingerbread and cider to the dealers on one of the nights of the recent convention, were simply doing their bit to remind the pilgrims of the damp days of yore in Nebraska.

LEST we forget the substantial virtues of the grain thrasher, Finley P. Mount reminds us that "there isn't enough wood in the country to make the flails that would be necessary to separate our present yield of small grain." And we may add that if it were not for the modern steel plow and the harrow and the drill and the harvester, not to mention the modest tractor, there wouldn't be enough grain to show up the pitiful inadequacy of the flail.

"Whereas, The United States Government has through its Conservation Division endorsed and indeed requested this action on the part of all wagon and truck manufacturers; therefore be it

"Resolved, That on and after January 1, 1919, and at least for two years thereafter, we, each and all of us, agree to discontinue the manufacture of all tracks except that of 56-inch from center to center of tires on the ground and boxes or beds 38-inch between stakes."

The committee relative to wide tires and wide tire laws made an interesting report presenting the tabulation of the various laws existing throughout the country. This department has been working for several years to secure, if possible, uniform wide tire laws throughout the country, and to prescribe such widths of tire as are consistent with the capacity of wagons that will injure to the least possible extent the roads. Following the report of this committee, a resolution was passed instructing them to cooperate not only with the Department at Washington, but with various good roads organizations throughout the country, to secure if possible a co-ordination of ideas along these lines.

The meeting was closed with the election of the following officers for the ensuing year: President, R. V. Board; vice-president, Walter Schuttler; secretary and treasurer, F. F. Alexander; Executive Committee, E. E. Parsonage, W. F. Pape, A. B. Thielens, and W. L. Clark.

### Ensilage Machinery Department.

The Ensilage Machinery Department of the National Implement and Vehicle Association at its annual meeting in Chicago Nov. 19 reaffirmed its recommendation made to the Conservation Division, War Industries Board, limiting the manufacture of ensilage cutters to four sizes and which was later made effective in the form of a ruling by the board. The manufacturers anticipating that the Government might release the industry from the ruling and not desiring to lose the economical value of the eliminations schedule, voted unanimously to conform entirely to the schedule for the season of 1919, regardless of any action by the Conservation Division.

The manufacturers standardized the feeding mechanism and, for the period following 1919 will equip their machines to cut but two lengths. Any additional equipment that may be nec-

(Continued on page 38)



# News of the Industry

## THE NATIONAL SHOW DATES

### Manufacturers Applauded the Government's Sanction of Kansas City Tractor Club's Efforts.

The National Tractor Show will be held in Kansas City, Mo., Feb. 24 to Mar. 1. It had originally been planned to hold the show Feb. 10 to 15. The announcement of the change in dates was made this past week by the offices of the Kansas City Tractor Club.

Arrangements are being completed for the erection of a building on the same site occupied by the building used in 1918. The proposed building, plans for which have already been completed, contemplates approximately 90,000 square feet of floor space.

When Guy H. Hall, secretary of the Kansas City Tractor Club and manager of the National Tractor Show, accompanied by James Patrick Smith, president of the club, went to Washington recently to confer with government officials regarding the show, he asked a number of the manufacturers for expressions regarding the 1919 National Tractor Show.

The telegraphic answers and telegrams of congratulations received since the announcement that the War Industries Board and the Food Administration had given the project its hearty endorsement are indicative of the attitude of the leaders of the tractor, accessory and implement industries toward the fourth annual National Tractor Show.

Some of the telegrams received:

From J. B. Bartholomew, president, Avery Co., Peoria, Ill., and president Tractor and Thresher Department, N. I. & V. A.:

Congratulate you on securing government approval National Tractor Show next February. More food will be needed next year as Germany has surrendered and the tractor will produce it. I am certainly pleased to know the show is to be held.

From the Moline Plow Co., Moline, Ill.:

We endorse the National Tractor Show.

From the Oliver Chilled Plow Works, South Bend, Ind.:

Glad to assure you of our support in the National Tractor Show.

From Finley P. Mount, president Advance-Rumely Thresher Co., La Porte, Ind.:

I endorse proposed National Tractor Show, Kansas City, Mo., in February.

From the Parrett Tractor Co., Chicago, Ill.:

Congratulations. We endorse the National Tractor Show.

From the Rock Island Plow Co., Rock Island, Ill.:

Pleased to know you will be able to hold National Tractor Show in Kansas City next February. Your organization is of great benefit to farmers and dealers as well as trade interests and has our full endorsement.

From the Cleveland Tractor Co., Cleveland, O.:

Agreeable to holding National Tractor Show.

From H. M. Wallis, president J. I. Case Plow Works, Racine, Wis.:

Personally I am favorable to National Tractor Show in Kansas City next February.

From E. J. Gittins, vice-president J. I. Case Threshing Machine Co., Racine, Wis., and chairman National Tractor Demonstration Committee, N. I. & V. A.:

I am not authorized to act for committee in endorsing shows or demonstrations for next year, but cheerfully endorse National Tractor Show for our company.

## Masks Worn At Convention.

Des Moines, Ia., Dec. 3.—Masks hampered the annual convention of the Iowa Implement Dealers' Association here this week. By a ruling of the local health authorities all persons attending public gatherings were required to wear influenza masks. This included the dealers' convention and the tractor show held in connection. It was not required, however, that convention speakers be masked and it was possible, therefore, to present the convention program as scheduled. The epidemic of Spanish influenza has assumed serious proportions, not only in Des Moines but also in the state at large.

## A. B. Whitney Injured.

A. B. Whitney of the Ohio Mfg. Co., Upper Sandusky, O., suffered serious injuries Nov. 13 when he was caught under a brick wall which fell during a fire. Two persons were killed in the accident.

## Buys Out Durable Company.

The Dearborn Truck Co., Chicago, has purchased the entire equipment and stock of materials of the Durable Motor Truck Co., Hammond, Ind. The company will manufacture a 1½ ton truck, to be called the Dearborn.

## THE WHEAT PRICE STANDS

### No Assurance, However, That 1919 Crop Will Be Purchased by U. S. Grain Corporation.

The Government's price will remain fixed on the 1918 and 1919 wheat crops, regardless of the date of termination of the war. This and other matters relative to Government control in matters of agricultural interest are cleared up in a statement just issued by the United States Food Administration. The statement reads as follows:

Judging from a considerable number of inquiries regarding purchase of the 1918 and 1919 wheat crops in view of prospects for early peace, the following statement seems desirable:

The President's proclamation of February 21, 1918, fixing guaranteed prices for the 1918 wheat crop, applies to wheat "harvested in the United States during the year 1918 and offered for sale before the first day of June, 1919, to such agent or employe of the United States, or other person as may be hereafter designated" at the principal primary markets specified. The Food Administration Grain Corporation was designated June 21, 1918, to purchase the 1918 wheat crop and will therefore continue to exercise that duty and obligation even though peace should be signed prior to June 1, 1919. The Food Control Act provides that termination of the Act shall not affect any obligation accrued or accruing during its existence and the purchase of the 1918 wheat crop is such an obligation.

The President's proclamation of Sept. 2, 1918, establishing guaranteed prices for the 1919 wheat crop applies to wheat harvested in the United States during 1919 and offered for sale before June 1, 1920. As in the case of the 1918 crop the wheat must be offered for sale "to such agent or employe of the United States or other person as may be hereafter designated" at any one of the principal primary markets. Up to the present date, however, the agency by which the 1919 wheat crop is to be purchased has not been designated.

Thus, although the guarantee for the 1919 wheat crop will continue until June 1, 1920, there is no present assurance it will be purchased or handled by the Food Administration Grain Corporation.

Other matters on which the public is apparently not clearly informed are the licensing of the fertilizing industry, of the farm equipment industry, and of stock yards. By presidential proclamation of Feb. 25, 1918, May 14, 1918, and June 18, 1918, respectively, supervision of these industries has been assigned exclusively to the Secretary of Agriculture. Certain reports by licensees of these industries are sent to the License Division of the Food Administration, but this is only for clerical convenience and carries no administration powers.



## Changes in Fairbanks-Morse.

Following a recent meeting of the directors of Fairbanks, Morse & Co., Chicago, with branch houses located in principal cities all over the country, C. H. Morse, Jr., president, announced several new and important changes covering the active management of the business.

R. H. Morse has been elected vice-president in general charge of purchasing and traffic. Mr. Morse's connection with the firm covers many years of varied experience in both sales and manufacturing departments, and he continues his duties as a director of the company.

C. W. Pank rises from general director of sales to vice-president in charge of sales of all factory products. Mr. Pank's growth with this organization has been marked since his start with Fairbanks, Morse & Co., some thirty-three years ago, as a stenographer. His activities through these many years have included practically every branch of sales and affiliated effort.

W. S. Hovey, formerly general manager of the large Fairbanks-Morse manufacturing plant at Beloit, Wis., has been elected vice-president in charge of general manufacturing at all factories. Mr. Hovey has been with this concern for a number of years.

W. E. Miller becomes vice-president and treasurer instead of first vice-president. F. M. Boughey retires from the position of treasurer to become secretary and comptroller.

W. F. Singer, formerly manager of the Fairbanks-Morse Cleveland house, whose affiliation with this company covers a period of many years, has recently been appointed manager of the Chicago branch house, with headquarters at 900 South Wabash Avenue.

## Dallas, Tex., Jobbers Meet.

At the annual meeting of the Dallas Implement, Hardware, Saddlery and Tractor Club, composed of jobbers only, the following officers were elected: F. K. Garver, president; W. T. Davis, vice-president; H. B. Sammons, secretary-treasurer, and C. B. Marsh, chairman executive committee.

Matters relating to preparation for the coming retail dealers' convention Jan. 21 to 23 were discussed. Among the speakers were R. E. L. Knight, Frank P. Holland and W. L. Rush.

## Secretary Oliver Plow Works.

C. F. Cunningham has been elected secretary of the Oliver Chilled Plow Works, South Bend, Ind., and appointed manager of the works.

Mr. Cunningham is a graduate, class 1909, of the Stevens Institute of Technology, with the degree of mechanical engineer. He was married to Miss Gertrude Oliver on Sept. 30, 1916.

He has resigned the assistant general managership of the United States Cartridge Co., one of the largest organizations of its kind in the United States, to take up his new work with the Oliver works, which he has already assumed.

## Minneapolis Plant Burns.

The shell plant of the Minneapolis Steel and Machinery Co., Minneapolis, Minn., was practically destroyed by fire Dec. 1. The loss is estimated at between \$300,000 and \$500,000. The origin of the fire is unknown. One man was burned to death.

## S. D. Convention Postponed.

The date of the convention of the South Dakota Implement Dealers' Association, scheduled at Sioux Falls for Dec. 3, 4 and 5, has been postponed to Jan. 14, 15, 16 and 17.

## Trade Conventions.

### December.

Oklahoma Hardware and Implement Association, Oklahoma City, Dec. 10, 11 and 12; Secretary, W. B. Porch, 204 Indiana Building, Oklahoma City.

Wisconsin Implement Dealers' Association, Milwaukee, Dec. 11, 12 and 13; Secretary, R. G. Nuss, Madison. Implement show in connection.

### January.

Indiana Implement Dealers' Association, Indianapolis, Jan. 8, 9 and 10; Secretary, T. H. McGeorge, Covington.

Minnesota Implement Dealers' Association, Minneapolis, Jan. 7, 8 and 9, 1919; Secretary, C. I. Buxton, Owatonna.

Mississippi Valley Implement Dealers' Association, St. Louis, Mo., Jan. 21, 22 and 23; Louis J. Ringe, Secretary, St. Charles, Mo.

Mountain States Hardware and Implement Association, Denver, Col., Jan. 21, 22 and 23; Secretary, W. W. McAllister, Boulder, Col.

North Dakota Implement Dealers' Association, Fargo, Jan. 22, 23 and 24; Secretary, R. A. Lathrop, Hope. Implement show in connection.

Pacific Northwest Hardware and Implement Association, Spokane, Wash., Jan. 15, 16 and 17; Secretary, E. E. Lucas, Spokane.

South Dakota Implement Dealers' Association, Sioux Falls, Jan. 14 to 17. M. G. Drake, secretary, Vermillion, S. D.

Texas Hardware and Implement Association, Dallas, Tex., Jan. 21 and 23. Secretary, A. M. Cox, Dallas.

Western Retail Implement, Vehicle and Hardware Association, Kansas City, Jan. 14, 15 and 16; Secretary, H. J. Hodges, Abilene, Kan.

Eastern Implement and Vehicle Dealers' Association, Philadelphia, Pa., Jan. 28, 29 and 30; Secretary, Grant Wright, Philadelphia.

### February.

Fourth Annual National Tractor Show, Kansas City, Mo., Feb. 10 to 15; Guy H. Hall, Secretary Kansas City Tractor Club, Sweeney Building, Kansas City.

Kentucky Hardware and Implement Association, Louisville, Ky., Feb. 25, 26 and 27; Secretary, J. M. Stone, Sturgis.

Mid-West Tractor-Thresher Show, Wichita, Kan., Feb. 18 to 22; F. G. Wieland, Secretary, The Wichita Tractor and Thresher Club.

## Dearborn Truck Co. Expands.

The Dearborn Truck Co., 2515-2525 West Thirty-fifth Street, Chicago, has purchased the good will and all materials of the Smith Motor Truck Corporation and will remove the materials to their recently acquired factory building, located at the above address.

The general offices of the Dearborn Truck Co. are being moved to 2015-2017 South Michigan Avenue, and will occupy two floors, the ground floor to be devoted to the display of new models and the second floor to be occupied by the sales accounting, purchasing and advertising departments.

The company has recently added to its line of truck units, the Dearborn complete worm-drive truck in two models: Model F 1½ ton, and Model H 2½ ton capacity, also the Dearborn complete chain-drive truck in two models: Model A 1-ton and Model B 2-ton capacity.

## Made Foreign Sales Manager.

Pablo Homs has been appointed assistant foreign sales manager for the Cleveland Tractor Co., Cleveland, O., with offices at 44 Whitehall Street, New York City.

Mr. Homs is regarded as particularly qualified to take up this work because of his wide experience in the sales promotion of agricultural machinery in foreign lands and because of his wide personal acquaintance as the result of his extensive travels. His record in this line dates back to 1901, from which date up to the present time he has been prominently associated in the development of export business in the agricultural, implement, motor car and motor truck lines, with a number of America's largest firms.

## Goes Back to Pre-War Work.

The Keystone Steel & Wire Co., Peoria, Ill., has announced that its steel mills are being turned promptly back to domestic work, following the cancellation of several large war contracts for the Government and the Allies.

The company manufactures woven wire fence, barbed wire, nails and other wire fencing products. Previous to the entry of the United States into the war the company refused all war orders, despite the profits, preferring to supply its regular customers as long as possible.

Edmond Craig, well known implement dealer of Little Rock, Ark., died recently. He had been in the business for 31 years.



# A Motor Truck Aids Wisconsin Dealer in the Delivery of a Separator

By J. J. Clement



AN EXAMPLE OF TIME-SAVING IN THE DELIVERY OF A THRESHING OUTFIT

**T**IME is a big factor these days. The motor truck is doing much to save this valuable commodity. Especially is time valuable to the agricultural implement dealer during his short and busy delivery period, and again the motor truck is solving the problem.

The illustration shows the manner in which one progressive implement dealer delivers grain threshers to their customers when time is precious and crops must be threshed "right now" to save every bushel.

The truck is a Clydesdale, owned by G. H. Bugherth of Appleton, Wis. The thresher is a 20x28 Case steel thresher, which was sold from the Case branch at Oshkosh, Wis., to the Brandt Auto and Implement Co. of Seymour. It was hauled on this truck from Oshkosh to Seymour, Wis., a distance of 40 miles, without a single mishap.

The thresher was equipped with feeder, grain handler, and windstacker, which added somewhat to the bulk of the load. Of course the four steel wheels were taken off, and the machine rested on the steel axles, which allowed it to be easily blocked on the deck of the truck. It can be readily seen how the motor truck saved a great deal of time over railroad transportation, and the farmer received his machine in time to get busy and save all of his crop.

The tractor has in a very large measure increased the sale of the small thresher. With a rig of this size, the

individual farmer is freed from the delay caused by waiting for the custom thresher. With a small rig like this he can thresh just when he desires.

## Farming in Spain Primitive.

Modern farm machinery is not used to any extent in the Valencia district in Spain, nor are conditions favorable for its present introduction, says Consul John R. Putnam in Commerce Reports. Farming here is intensive and on a small scale, and this combined with the abundance of cheap labor and the weight of custom explains the poor market in this district hitherto for power-farming machinery.

Crude, locally made plows, simple disk and peg-tooth harrows, and various kinds of homemade clod mashers and rollers are the principal agricultural implements. In many cases practically all the work is done by hand with a spade or like implement. Horses, mules, and donkeys are employed in the fields. Labor is very cheap, probably not averaging over 50 cents a day. There are some large holdings, but the great majority are small and can be worked satisfactorily by the farmer, his family, and one of the above-named animals, which is also used for marketing the produce.

Except in the case of a few large land owners, any purchases of expensive machinery would, of necessity, be in the nature of an investment made by a village or the farmers of a

section, and used by all in common. The question would then arise regarding the employment of the labor displaced by the machines.

The one section in this district in which conditions are favorable to more elaborate farming methods is the wheat and grain region of Albacete Province. There the fields are larger, the land is level over considerable areas, and grain-threshing machines are used, the power for which is supplied usually by steam traction or gasoline engines.

Power farming may be said to be in its infancy in Spain, and the Spanish farmer will probably have to be educated gradually up to its use by more extensive advertising and practical demonstration of its advantages.

## RESOLVE TO CONTINUE CONSERVATION METHODS

(Continued from page 35)

essary for cutting additional lengths may be furnished, but only as an extra.

The Trade Acceptance came in for considerable discussion at the meeting and after the experiences of several of the manufacturers were related it was the general opinion that the use of the Trade Acceptance in all dealings with jobbers and dealers should be encouraged.

The Ensilage Machinery Department elected officers for the ensuing year as follows: President, John Reid, Jr., Belle City Mfg. Co.; vice-president, C. O. Aspenwall, International Harvester Co.; secretary-treasurer, P. A. Rynd, Wilder Strong Implement Co. The executive committee comprises the foregoing: A. O. Silver, Silver Mfg. Co.; C. F. Smalley, Smalley Mfg. Co.; A. J. Rosenthal, Rosenthal Corn Husker Co., and J. P. Garvey, Freeman Mfg. Co.

## Bob-Sled Manufacturers.

At a meeting of bob-sled manufacturers following the meeting of the Farm Wagon Department of the National Implement and Vehicle Association at Chicago, Nov. 20, it was voted to continue in force for at least two years from July 1, 1919, the eliminations recommended to the Conservation Division, War Industries Board by the manufacturers on Sept. 5.

This action includes, notably, the retention of the 44-inch track which was voted upon as standard at the September meeting from a large variety of widths that have been made. Other items of bob-sled standardization reaffirmed involve width of bolsters and length and width of runners.



## Need Names for Service Flag.

A final appeal to members of the Western Retail Implement, Vehicle and Hardware Association to furnish the names of members and relatives of members in the service in order that they may be represented on the association's service flag at the annual convention at Kansas City, Jan. 14 to 16, has been made by Secretary H. J. Hodge. Mr. Hodge's letter is as follows:

To Members of the Western Association:

While several hundred members have responded to our letter and sent in the names of those who are entitled to be placed on the Honor Roll, yet we are sure many have neglected to do so. If you have a pride in wanting your association to make the best showing possible and to have all the stars to which we are entitled on our service flag and service pin, you must furnish the information at once, as the final specifications on the order must be given by Dec. 15.

Remember, we want the names of members and sons, daughters and employees of members who are in the war service. Be sure to mention names of those who have made the supreme sacrifice in order that gold stars may be provided.

H. J. HODGE, Secretary.  
Abilene, Kan.

## French Officials Visit Plant.

Headed by Col. L. Martinon, one of the greatest ordnance and munitions experts in the French republic, a distinguished commission of French military officials recently inspected the tractor plant of the Holt Co. at Peoria, Ill. Next to Alvert Thomas, the French minister of munitions, Colonel Martinon was responsible for the extraordinary output of French guns and munitions that made possible the first victory of the Marne, and the other victories since won by French arms.

The officers were old friends of the caterpillar, having seen it in France at its daily task of hauling guns and supply wagon trains along the battered roads and across the shell-torn fields. When they saw the extent of the Holt plant and the speed with which the tractors were being turned out and shipped, the Frenchmen expressed themselves as amazed and gratified.

The French commission was composed of Major Lemoine, Lieutenant Berthier, Lieutenant Blanchieil and Lieutenant Dutili, in addition to Colonel Martinon.

## Company Name Changed.

The Waterloo Boy Kerosene Tractor Co., Sidney, Neb., has been succeeded by the Anderson Hart-Parr Tractor Co. The change is one in name only, the ownership remaining as before.

# Two New Allis-Chalmers Tractors

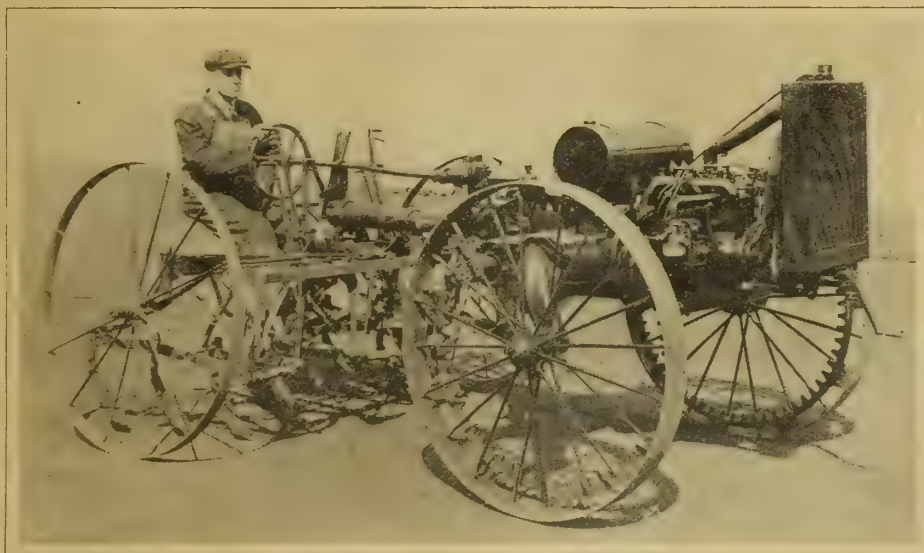
F. W. KAMM, manager of the tractor department of the Allis-Chalmers Mfg. Co., Milwaukee, Wis., has announced two new models of tractors, a 6-12 hp. tractor and a 15-30 hp. machine. The company formerly manufactured a 10-18 tractor which it will continue to produce.

Particular attention is being directed to the 6-12 hp. tractor, a general purpose machine. It is of the type where the tractor and implement combine to form the unit. It can be used with practically all of the standard makes of implements. The tractor has only two wheels, both are drivers, the motor is mounted to the front and

The 6-12 hp. is equipped with an Allis-Chalmers with a 4-cylinder, valve in head, vertical motor cast en bloc and burns gasoline. Other models burn kerosene or gasoline.

High tension magnetos are on all types as well as Bennett air cleaners, force feed lubrication methods, tubular radiators, belt type of fan drive, and special Allis-Chalmers governors, fans, clutches, transmission systems and differentials. All machines are of the dead type of drive-wheel axles.

The 6-12 has a range of speed of from 1.75 to 2.8 miles per hour and the 15-30 from 2.3 to 2.8 miles per hour. The speed of the 10-18 is 2.3



THE GENERAL-PURPOSE MODEL WHICH FORMS A UNIT WITH THE IMPLEMENT OPERATED

between the wheels. It is equipped with a truck wheel which is detached when the machine is attached to the implement.

The tractor has a clearance of 28 inches and is constructed so as to deliver a power of 30 hp. on the pulley in belt work. It is recommended for a 16-inch plow, single or double-row cultivator.

The 15-30 hp. tractor is of the four wheel type, the first machine brought out by the company, 10-18 hp., was a three-wheel type. It is designed to pull three or four plows. Except for the elimination of the frame, enclosing of moving parts and slight changes in the motor, it is similar to the 10-18 hp.

The 15-30 hp. engine is a 4-cylinder vertical, valve in head, Allis-Chalmers, 4¾x6½ inches, capable of 830 r. p. m., and uses the gear type of drive. It weighs 3,000 pounds. It has a 14-inch clearance.

miles per hour. All transmission systems are enclosed.

## Huge Wheat Acreage Reported.

"No armistice with hunger and famine has been signed by the farmers of Kansas," declares a report by the Kansas State Board of Agriculture. The report shows that the area sown to winter wheat this fall is the largest in the state's history. It is estimated at 10,825,631 acres, which is 9.3 percent greater than in 1917, the largest year so far. Kansas is the first state to pass the 10,000,000-acre mark in wheat.

The season has been favorable for sowing, germination and growth, and the general average condition is 96, or 26 points higher than a year ago. Thirty-eight counties in the eastern half of the state have conditions of more than 100, the highest being Clay, with 109.





## The "Scrap of Paper" Method in Regard to Contracts

**C**HARLES ALLEN CLARK, managing editor of the "American Paint and Oil Dealer," sends me the following letter which was sent to a contemporary of his, with the suggestion that some remarks upon it might be interesting, as it is "typical of several such communications which we ourselves have received":

Dear Sir:—We established our business thirty-nine years ago this month and during that time have filled every order we have accepted at the price and terms upon which it was taken, including the period of the war, regardless of what the materials may have cost us, and were of the impression that such was the rule of law and usage among all manufacturers and business men. But since the United States entered the war we have, much to our astonishment, found several concerns, of whom we have been buying materials, ignoring this custom and treating orders from ourselves and others as though they were "scraps of paper" and governed by Hohenzollern methods.

True, it might be said, "why not cancel your orders and buy elsewhere," but after the orders have been standing for some time and shipments made thereon, and conditions such that others could not take on new customers, what can be done except to stand the "hold-up"? We would not think of writing our customers that the parties we had bought materials of had gone back on the prices and terms upon which our orders had been booked and advanced them arbitrarily, and therefore we would have to advance our prices on the unfilled portions of orders accepted by us. What would our customers think of us?

The concerns we have in mind evidently do not care what their customers think of them and are simply thinking of what they can make out of their business during the period of the war, and if they do not make enough to retire on, expect to get new trade that is not acquainted with their wartime methods.

We are wondering how many other concerns have had or are having a similar experience to ours and what they intend to do about it? Of course, we can refuse to pay it and do without the materials, but that will not supply the goods to our customers who placed their orders with us in good faith. If we "pass the buck," and others in the same boat as ourselves do likewise, no merchant would know when he placed an order what his goods are going to cost him. If we go to law about it, it would simply mean more expense and delay.

We would be glad to hear from the trade, as to whether this sort of "German diplomacy" in business is being adopted generally by the manufacturers of ma-

terials and what the trade intends to do about it?

### Four Classes of Default.

If the business interests of the country could compare notes, they would be amazed at the enormous number and amount of the business contracts, meaning especially orders for goods, which have been thrown down during the last year. From my experience and observation, I roughly class these under four heads:

1. Orders which the seller did not fill because the Government commandeered his plant or his stock.
2. Orders which the seller did not fill because he later found he could—and did—sell his goods to the Government at a better price, but without commandeering.
3. Orders which were defaulted upon because the market advanced and the seller found himself able to sell to others—private buyers—for more money.
4. Orders which, while the price was satisfactory to the seller, were not filled because it was inconvenient or impracticable, because of shortage of raw material, difficulties with labor, etc.

My own judgment is that the majority of the orders not filled belonged to the third class, that the second largest number belonged to the fourth class, the third largest number to the second class, and the smallest number to the first class. I may be wrong in this, but I don't think so.

Every buyer who failed to get his goods because of the reasons set forth in the second, third and fourth classes has a legal remedy, if he will only use it. Buyers who lost their contracts for the reason set forth in the first class have no remedy, although there is some support for the opinion that the seller who fails to deliver goods because the Government commandeered his plant or his stock cannot absolutely

repudiate the contract, but must fill it after the commandeer is off.

The remedy for default in the other three classes of order is of course first to make demand upon the seller for the damages incurred by his failure to deliver, to be followed by suit if the demand is not obeyed. Naturally this means litigation, and if the injured party doesn't want to use the means provided to redress his wrong, he will have to bear his own loss.

In such cases the remedy is practically never to compel the seller to deliver the goods, unless it is absolutely impossible to get them anywhere else, and the buyer would suffer serious injury if he didn't get them. If they are regular merchandise, obtainable in the open market, the law says you can go out and buy them somewhere else and sue the defaulting seller for the amount you have to pay in excess of the contract price. To use a simple illustration, if you had placed an order for 100 cases at \$2 a case, and the seller defaulted and you had to buy elsewhere at \$2.50 a case, your damages would be \$50.

### Law Protects Defrauded Buyer.

I cannot see why any defrauded buyer should not use his legal remedy in cases like this. It is comparatively easy to recover, if your case is in proper shape. For instance, take a case under the second class in which a seller, after accepting an order at \$1, had found he could sell, and did sell, the Government, without commandeering, at \$1.25. You would simply have to prove the acceptance of the order and the failure to deliver. If the seller attempted to defend by reason of the sale to the Government, the court would hold that the defense was bad if it was a voluntary sale to the Government.

In a case coming under the third class, the proof would first be of the acceptance of the contract, and the failure to deliver. It would then be the duty of the seller to furnish a legal explanation of his default. The same applies to cases under the fourth class. No seller who has flatly accepted an order can relieve himself of his obligation merely because he had trouble with his labor or his raw material, not even if it was impossible for him to get raw material. Unless he has accepted the order upon the plain condition that he should be relieved if he couldn't fill the order, he is bound.

## Another Decision Affecting the Cut-Price Situation

**W**ITHIN the last few months the Federal Trade Commission has made two rulings, both of which completely revolutionized business

methods at the points affected by them.

1. It ruled that the manufacturer of a trade-marked, branded article



could not indicate to a dealer what the resale price on his product should be, and could not refuse to sell a cutter merely because he cut.

2. It ruled that a dealer could not sell goods below cost.

Prosecutions to enforce both rulings have been instituted. I predicted that the first ruling would be set aside by the first court that got a whack at it, and this has now happened in a decision rendered last week by a United States Court in Virginia in a case against Colgate & Co., the soap manufacturers.

I have also predicted, and I now predict again, that the second ruling will also be overthrown when a case involving it gets into court.

The Colgate case is interesting, and also important, for besides setting aside the Federal Trade Commission ruling, it flatly decides what—if I may be pardoned for saying it—I have again and again contended, viz.: that a private trader who owns merchandise has an absolutely arbitrary and unrestricted right to sell it, or not to sell it, or sell it on conditions, and that he can refuse to sell it to a cutter for the reason that he cut, or for any reason, or for no reason.

For years Colgate & Co. have sold their products on a limited price plan. They fix resale prices on them which they consider fair, and they insist that every dealer handling them follow those prices. The plan of influencing prices was quite elaborate. It consisted of distributing lists of uniform resale prices, urging dealers to adhere to those prices, informing them that any dealer not adhering to them would be cut off, requesting dealers to inform Colgate of any cut prices they heard of, making investigations to discover cut price sales, placing names of cutters on "suspended lists," making those dealers promise not to cut again before putting them back on the regular list, refusing to sell them until they gave those promises and immediately selling them when they did give such promises.

### Court Upholds Manufacturer.

The Government took the position that this constituted an unlawful combination with the dealers who were parties to it, to control a resale price. In other words, the Government followed the Federal Trade Commission's ruling, which meant that Colgate & Co. could not indicate to dealers who bought their products what the resale prices should be, and could not cut off any dealer who refused to observe those resale prices.

The court demolished the whole case in very short order. In a word, it decided that any private trader who is selling ordinary merchandise, who has

no monopoly and who does not seek to control the title to goods after he has sold them, has a right to tell dealers what he thinks a fair resale price should be, and to refuse to sell to any dealer who doesn't sell at that price.

I reproduce enough of the court's decision to support what I have said:

No suggestion is made that the conduct complained of was a monopoly, or was an attempt to monopolize the trade in toilet and laundry soaps, and other articles referred to; that the defendant was in a position to effect such purpose; that its business bore any appreciable proportion to the general extent of the business in question, or that the defendant was under any special duty or obligation to the public, not applicable to all citizens alike in other private businesses to manufacture its products. There is no charge that the defendant acted in what it did in concert with other manufacturers of soaps, or with other than its own customers separately, or that the prices sought to be maintained were other than fair; nor was any request made, or assurance given, that customers who gave the assurance would in turn require like assurance from persons to whom they sold, or that buyers giving the assurance would also stipulate to buy only from the defendant, or sell only to customers selected by it; and no charge is made that any contract was entered into by and on the part of the defendant, and any of its retail customers, in restraint of interstate trade and commerce.

In the view taken by the court, the indictment here fairly presents the question of whether a manufacturer of products shipped in interstate trade is subject to criminal prosecution under the Sherman Act for entering into a combination in restraint of such trade and commerce, because he agrees with his wholesale and retail customers, upon prices claimed by them to be fair and reasonable, at which the same may be resold, and declines to sell his products to those who will not thus stipulate as to prices. This, at the threshold, presents for the determination of the court, how far one may control and dispose of his own property, that is to say, whether there is any limitation thereon, if he proceeds in respect thereto in lawful and bona fide manner. That he may not do so, fraudulently, collusively and in unlawful combination with others, may be conceded. (*Eastern States Lumber Association vs. United States*, 234 U. S. 600, 614.) But it by no means follows that being a manufacturer of a given article, he may not, without incurring any criminal liability, refuse absolutely to sell the same at any price, or to sell at a named sum to a customer, with the understanding that such customer will resell only at an agreed price between them, and should the customer not observe the understanding as to retail prices, exercise his undoubted right to decline further to deal with such person.

Authorities to sustain this view might be cited almost without number.

The pregnant fact should never be lost sight of, that no averment is made of any contract or agreement having been entered into, whereby the defendant, the manufacturer, and his customers, bound themselves to enhance and maintain prices, further than is involved in the circumstance that the manufacturer, the defendant here, refused to sell to persons who would not resell at indicated

prices, and that certain retailers made purchases on this condition, whereas, inferentially, others declined so to do. No suggestion is made that the defendant, the manufacturer, attempted to reserve or retain any interest in the goods sold, or to restrain the vendee in his right to barter and sell the same without restriction. The retailer, after buying, could if he chose give away his purchase, or sell it at any price he saw fit, or not sell it at all, his course in these respects being affected only by the fact that he might by his action, incur the displeasure of the manufacturer who could refuse to make further sales to him, as he had the undoubted right to do.

### No Restraint of Trade Proved.

There is no charge that the retailers themselves entered into any combination or agreement with each other, or that the defendant acted other than with his customers individually. It cannot be said that the defendant has no interest in the prices at which its goods shall be sold. On the contrary, it had a vital interest, insofar as cutting the same would tend to demoralize the trade and might have been more injuriously affected by the result of this disorganization, than the public would be benefited by a temporary reduction in the prices of its products. The sale of the defendant's particular soaps cannot be said to be a necessity, or that the same bears a large proportion to the entire manufacture of soaps of the kind and grade involved. The successful prosecution of the defendant's business, and the continued use of its soap by the public, depend upon its ability to find and maintain a market for its output. Price cutting would almost inevitably result in reducing the defendant's business in a given community, to only those engaged in that practice, and deprive it of the patronage of the great body of wholesalers and retailers engaged in what they believed to be a fair and legitimate conduct of their business. It by no means follows that, in the end, the public would be benefited, as the price cutter could easily raise prices after the demoralization caused by his conduct had been brought about, and profit individually by so doing. What the public is interested in is that only reasonable and fair prices shall be charged, for what it buys, and it is not claimed that the defendant's manner of conducting its business has otherwise resulted.

In the instant case, the court's conclusion is that the averments of the indictment, when carefully considered, and read in the light of the defendant's inalienable right to deal lawfully with its own property, the handling, trading in and disposing of which is made the subject of this indictment, fail to charge any offense, either in restraint of trade and commerce, under the Sherman Act, or any other law of the United States.

Doubtless this case will be appealed and it may be reversed, though in my judgment there is small chance of that, as the decision is not in conflict with the United States Supreme Court at any point.

What bearing will this case have upon the cut price situation? It restores to the manufacturer, or anybody selling branded merchandise, all the power he ever had to influence the resale price of his product, viz., the



power to tell a dealer, "I think you ought to resell this at \$1 and I shall expect you to do it," and the power to cut the dealer off if he refuses to get a dollar. The power which is still denied to the seller, and which this case does not restore to him, is the power to control the article itself after it has been sold. If a dealer buys on condition that he will resell at a certain price, and violates the condition, all that the seller can do is to refuse to sell him again; he cannot force him to sell at the dictated price.

### Avery Co. Service Schools.

Avery Co. has announced an extensive series of service schools to be held within the next few months in Missouri, Kansas and Oklahoma. The service schools are for tractor owners and dealers and will be conducted free of charge to those who enroll for the course. The schools to be held are in the territories of the Kansas City, Mo., and Wichita, Kan., branches and have been announced for the following dates:

Town.	Dealer.	Date.
Kansas City, Mo.,	Avery Branch,	Dec. 9-11.
Wichita, Kan.,	Avery Branch,	Dec. 12-14.
Carthage, Mo.,	Hood-Higdon Imp. Co.,	Dec. 13-14.
Clinton, Mo.,	Wilder-Wright & Brassfield,	Dec. 16-17.
Windsor, Mo.,	Tom McKee,	Dec. 19-20.
Concordia, Mo.,	Wm. Steffens,	Dec. 27-28.
Iola, Kan.,	T. B. Shannon,	Jan. 2-3.
Independence, Kan.,	Ideal Supply Co.,	Jan. 6-7.
Coffeyville, Kan.,	F. L. Brown,	Jan. 9-10.
Parsons, Kan.,	A. Hood & Sons' Imp. Co.,	Jan. 13-14.
Oswego, Kan.,	E. M. Stice Hdwe. & Imp. Co.,	Jan. 16-17.
LaCygne, Kan.,	S. S. Mouse,	Jan. 20-21.
Ottawa, Kan.,	N. A. Chambers,	Jan. 23-24.
Topeka, Kan.,	West Motor Car Co.,	Jan. 27-28.
Manhattan, Kan.,	J. J. Wiesendanger,	Jan. 30-31.
Salina, Kan.,	E. C. Dunham,	Feb. 3-4.
Osborne, Kan.,	Wooley Imp. Co.,	Feb. 6-7.
Mankato, Kan.,	McCarthy Hdwe. Co.,	Feb. 24-25.
Colby, Kan.,	Parrott Milling Co.,	Feb. 27-28.
Atwood, Kan.,	C. H. Ebeling,	Mar. 3-4.
Great Bend, Kan.,	E. E. Cook,	Mar. 6-7.
Lyons, Kan.,	Lyons Imp. Co.,	Mar. 10-11.
Carrollton, Mo.,	A. T. Adams & Son,	Mar. 13-14.
Sabetha, Kan.,	Mishler Bros.,	Mar. 20-21.
Pittsburg, Kan.,	A. Hood & Sons, Imp. Co.,	Mar. 25-26.
Peabody, Kan.,	C. M. Christie,	Dec. 17-18.
Ramona, Kan.,	J. H. Brubaker,	Dec. 20-21.
McPherson, Kan.,	E. C. Crary,	Jan. 3-4.
Wellington, Kan.,	C. S. Zimmerman,	Jan. 6-7.
Caldwell, Kan.,	Giles & Francis,	Jan. 10-11.
Alva, Okla.,	Kavanaugh & Shea,	Jan. 14-15.
Lambert, Okla.,	D. B. Shutt,	Jan. 17-18.
Enid, Okla.,	F. E. Houghton,	Jan. 20-21.
Tulsa, Okla.,	F. E. Houghton,	Jan. 24-25.
Hutchinson, Kan.,	Hutchinson Imp. Co.,	Jan. 30-31.
Harper, Kan.,	W. G. Thompson,	Feb. 3-4.
Kingman, Kan.,	Frank Huse,	Feb. 6-7.
Ashland, Kan.,	C. F. Railing,	Feb. 10-11.
Elkhart, Kan.,	E. C. Wilson,	Feb. 14-15.
Larned, Kan.,	Reed Imp. Co.,	Feb. 24-25.
Ransom, Kan.,	S. D. Merc. Co.,	Feb. 28-Mar. 1.
Wakeeney, Kan.,	Wakeeney H. Co.,	Mar. 3-4.
Hays, Kan.,	Schlyer & Arnhold,	Mar. 10-11.
Wilson, Kan.,	W. W. Klema,	Mar. 13-14.

A new firm, known as the Carlinville Motor Implement Co., has been made at Carlinville, Ill., out of the merger of the Carlinville Motor Sales Co. and the Borman Brothers Implement Co.



### Earl L. Woods Now Captain.

EARL L. WOODS, for the last three years manager of Wallis tractor sales for the J. I. Case Plow Works, was recently commissioned a captain in the United States Motor Transport Corps. Captain Woods is now stationed at Fort Sam Houston, San Antonio,



CAPTAIN EARL L. WOODS

Tex., in command of Repair Unit 304. While the war is virtually over, Captain Woods' branch of the service will have a great deal of work to do, and Captain Woods expects to see considerable active service. His long experience in the automotive field particularly qualifies him for the commission he now has in the United States Army.

Captain Woods has been succeeded at the J. I. Case Plow Works by D. C. Reeves, familiarly known throughout the implement and tractor industry as "Cal." Mr. Reeves has been manager of Wallis tractor sales at the Kansas City branch of the J. I. Case Plow Works, where he made an enviable record.

### A Strange Sight to Him.

WILLARD DOTY, a Doland, S. D., boy who has been serving in France for several months, writes home that the strangest sight, to him, witnessed in France, was the work of threshing by tread power.

The young soldier had never seen anything but the big modern rigs thresh in South Dakota, and therefore the sight was an unusual one for him. In a letter to the home folks he ex-

pressed the belief that during the reconstruction period the American ways of farming and threshing will be more in vogue in France.

WILLIAM DYER, a South Dakota soldier serving in France, describes the crude grain separators he saw in use in that country as "a cross between a cream separator and an Ingersoll watch."

### Advance of Silo in Texas.

There are 6,625 silos on the farms of Texas and their combined capacity is 7,210 tons, according to an agricultural census by the research and publicity bureau of the Fort Worth Chamber of Commerce. This is an average of one silo to every 63 farms or to every 2,000 head of live stock. The census includes returns from all but nine of the 252 counties of Texas. Five years ago there were only 500 silos in Texas and 200 of this number were in Brazoria county, which was the first Texas county to adopt the silo as a permanent part of farming equipment.

That the silo is rapidly becoming a universal agricultural institution in Texas is indicated by the fact that less than two dozen counties in the state have no silos, while forty-one counties have 50 or more each. South Texas has more silos than any other section of the state. This applies especially to the Gulf Coast country, where they are exceedingly numerous.

Due principally to a shortage of farm labor and feed crops, the silos in Texas are filled to only 80 per cent of their capacity this year, while in a few communities county demonstration agents report that silos have not proved successful and in some instances have been abandoned as impracticable. This is said to be largely due to a lack of understanding on the part of their owners.

### A Feat of the Happy Farmer.

At a recent tractor test at Columbus, O., the Ohio distributors of the La Crosse Happy Farmer tractors took with them a bottle of crude oil taken from a tank just as it was pumped from a well at Columbiana, O., and with which they claim they have made a record of plowing cost as low as 9 cents per acre, using the crude oil as fuel.

The Columbiana Oil Co. owns a La Crosse tractor and operates it continuously on the crude oil, even using it to start the motor. The Ohio oil is a light crude oil and not so heavy as that found in the West and Southwest.

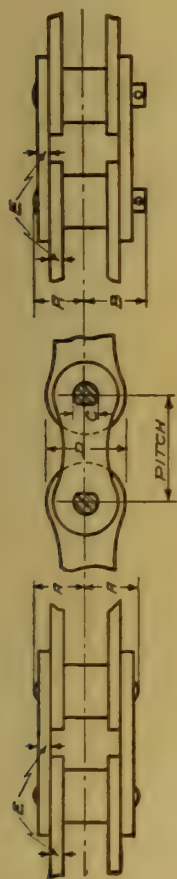


# Tractor Parts and Accessories

## Link-Belt Roller Chains

THE Link-Belt Co., Chicago, Ill., is the manufacturer of the Link-Belt roller chains for trucks and tractors. The company developed the "HS" Class chains, made with cold rolled steel plates (sidebars), nickel steel pins case-hardened, and with bushings and rollers turned from solid steel bar and case-hardened.

The working surfaces have an unusually smooth finish, preventing undue wear and friction between inside links and roller, and between inside



SHOWING CONSTRUCTION OF THE LINKS

links and outside links. Accuracy of pitch, which is vital to the proper operation of high speed roller chain on cut tooth wheels, is assured by uniformity throughout.

The "TT" Class chains differ from the "HS" chains in that the sidebars are heat-treated hot rolled steel, and are especially suited to the heavy work of motor trucks and tractors.

The company perfected a curled roller originally for truck and tractor

work on the "TT" Class roller chains. The rolled steel grip used in the manufacture of the cured roller is of a special grade, refining and analysis of metal. The processes of its manufacture develops a fibrous instead of granular structure with the grain running around the roller, in a direction which gives it the greatest strength in



THE L-B. CURLED ROLLER

resisting shock. The break in the metal circle eliminates the possibility of internal strains, and presents an opportunity for spring or reaction, cushioning the shocks.

In the riveted roller chains "riveted" means that pins are riveted at both ends, and "detachable" means that pins are riveted at one end and supplied with cotter at the other end. The detachable chain is considered standard.

## Opens Western Office.

In order to cooperate more closely with the tractor industry, and to give better service in matters relating to its product, the Lancaster Steel Products Co. has opened a western office in the United Motors Building at 2715 South Michigan Avenue, Chicago, Ill. Frank N. Adgate, who has been connected with the mills at Lancaster, Pa., has been placed in charge of this office.

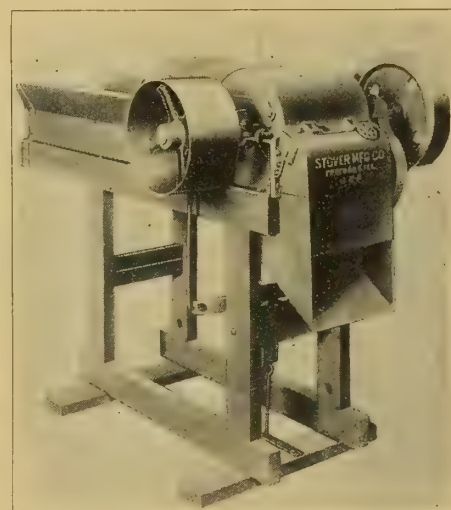
The Lancaster Steel Products Co. manufactures alloy steel, cold drawn, chrome nickel and chrome vanadium steel, cold drawn shafting, and high carbon steel, also cold drawn special shapes and Red Label polished drill rods. They intend making a specialty of heat treated stock and tractor axles, transmissions, shafts, etc.

## The Stover Comminuter

THE Stover Mfg. & Engine Co., Freeport, Ill., in the completion of its 1919 manufacturing and selling plans is placing especial em-

phasis on the Stover comminuter, Model No. 55 and 56, which enable the stock raiser or feeder to almost double the feeding value of alfalfa hay by comminuting or reducing the roughage as well as the foliage to a uniform, satisfactory fineness for feeding.

The use of the comminuter will also permit the use of the roughage of pea vines, soy beans and sheaf grains, either damp or dry. It reduces the stalks and stems of hay to a uniform size. It maintains a large capacity per horsepower. The No. 55 model is adapted to the requirements of the average farmer, requiring but 6 to 12 hp., and being able to handle from



RAISES FEEDING VALUE OF ROUGHAGE

3 to 5 tons of alfalfa per day of ten working hours, while the No. 56 is designed for the big feeder or for custom work. It requires from 12 to 20-H. P., and will comminute from 8 to 15 tons per 10-hour day.

## Goes to Detroit Firm.

John C. Toomey has been appointed district manager for L. A. Young Industries, Inc., Detroit. He has been connected with the distributing department of the United States Tire Co. for many years.

J. A. Dowsett, who has been representing the Papec Machine Co., Shortsville, N. Y., in eastern Pennsylvania, has been transferred to eastern New York with headquarters at Utica. He is succeeded by J. R. Dosch of Lancaster, Pa.



## PLAN THE OKLAHOMA DEALERS' CONVENTION

(Continued from page 31)

day morning, Dec. 11, at the registration desk in the Skirvin Hotel lobby:

Auditing Committee: H. O. Davis, Oklahoma City; A. G. Ingle, Marshall, and I. U. Smith, Clinton.

Nominating Committee: A. S. Gilkey, Lawton; Edward Ludwig, Okarche; Mr. Fox, Wayne, Okla.; Fred L. Varner, Coalgate, and J. W. Hundley, Calvin.

Resolutions Committee: C. P. Hamilton, Mangum; R. E. Haynes, Ada; T. W. Lemmon, Carmen; W. B. Mullen, Prague, and H. C. Davis, Nowata.

All of the committees will be required to report at the Thursday afternoon session of the convention.

The program of the convention as announced:

### Tuesday Night, Dec. 10.

8 O'CLOCK.

Call to Order—President Henry Borklund.

"America"—Entire Assembly.

Invocation—Past President N. A. Stone, Shawnee, Okla.

Address of Welcome—E. L. Howard, Oklahoma City.

Response—J. M. Coley, Hollis, Okla.

The President's Address—Henry Borklund.

"The Steel Situation"—H. A. Squibbs, American Steel & Wire Co.

Music.

Report of Delegate to the National

Federation Convention—A. W. Kavanaugh, Alva, Okla.

"The Traveling Man as Seen by a Retail Dealer"—Charles Rebstein, Bristow, Okla.

Music.

Four Minute Talks—Manufacturers, Jobbers, Trade Paper Representatives and Dealers.

### Wednesday Afternoon, Dec. 11.

2 O'CLOCK.

An open session for manufacturers, jobbers, traveling men and retail dealers. All of the Oklahoma City hardware and implement houses will remain closed from 1 to 5 o'clock. Sample rooms at the Skirvin Hotel will be requested to extend the association the same courtesy.

Music.

Report of the Secretary-Treasurer—W. B. Porch.

"Your Association and What It Means to You"—H. J. Hodge, Abilene, Kan., Secretary, National Federation of Implement and Vehicle Dealers' Associations.

"Markup and Profit"—S. R. Miles, Field Manager, National Retail Hardware Association.

Music.

Short Talks on the Implement Situation—Authorities from Every Branch of the Industry.

Question Box Discussions:

Should Fence Wire Be Quoted "Net" or "List with Discount?"

Is the Hardware and Implement Dealer Essential?

The Shortage of Competent Store Help and the Solution.

How Did Your Turnover Compare to Volume of Stock Carried During 1918?

How Is the Dealer to Best Protect Himself Against Loss by the Coming Decline in Prices?

Note: Dealers are urged to express themselves in the Question Box discussions. During that part of the session no record will be made of the proceedings.

### Thursday Afternoon, Dec. 12.

2 O'CLOCK.

"The Implement Dealer and the Farmer"—Carl Williams, Editor, Oklahoma Farmer-Stockman.

"The Tractor from Factory to Consumer and Service and Repairs"—By a Man Who Knows.

Question Box Discussions:

Has the Implement Dealer a More Important Department than Repairs? How Can He Handle This Service to Best Advantage? This discussion led by G. E. Johnson, Sayre, Okla.

What Commission or Discount Arrangement Is Fair to the Manufacturer, Dealer and Consumer on Tractor and Thresher Repair Parts?

Can You Make an Income Tax Statement from Your Present Records?

Is a Merchant Entitled to Buy at Net Prices Implements, Twine and Vehicles Unless He Actually Stocks These Goods Regularly?

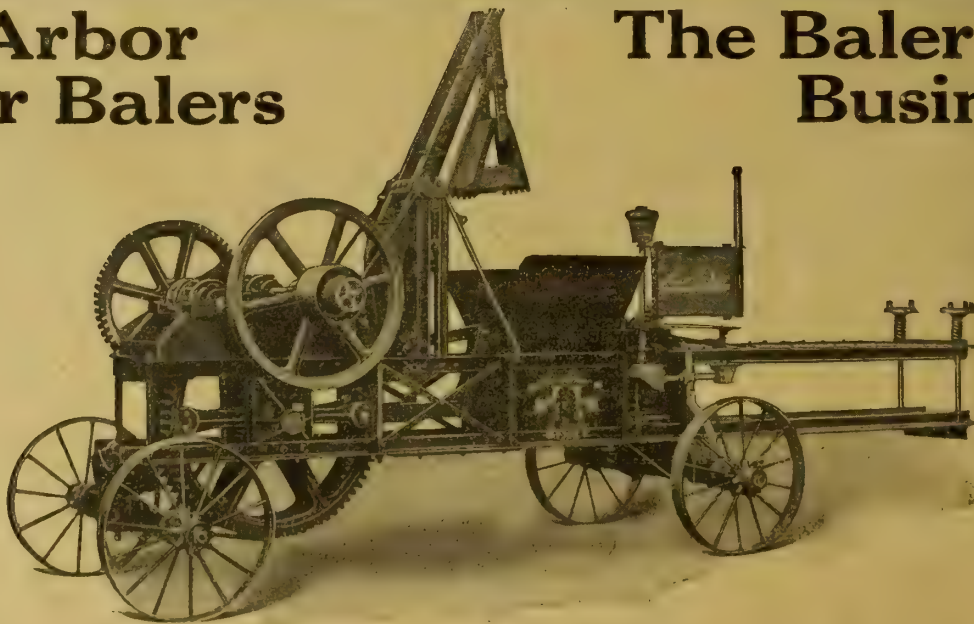
Other questions of importance will be taken up at this session as time will allow.

Report of Committees—Auditing, Resolutions, Nominating.

Election of Officers for 1919.

## Ann Arbor Power Balers

## The Baler for Business



A Full Line of Balers for Light and Heavy Baling. The Ann Arbor Way—Is the Conservative Way See the Ann Arbor Line at the P & O House in Oklahoma City during the Convention

**Ann Arbor Machine Co., Ann Arbor, Michigan**

GENERAL AGENTS:

**Parlin & Orendorff Plow Company**

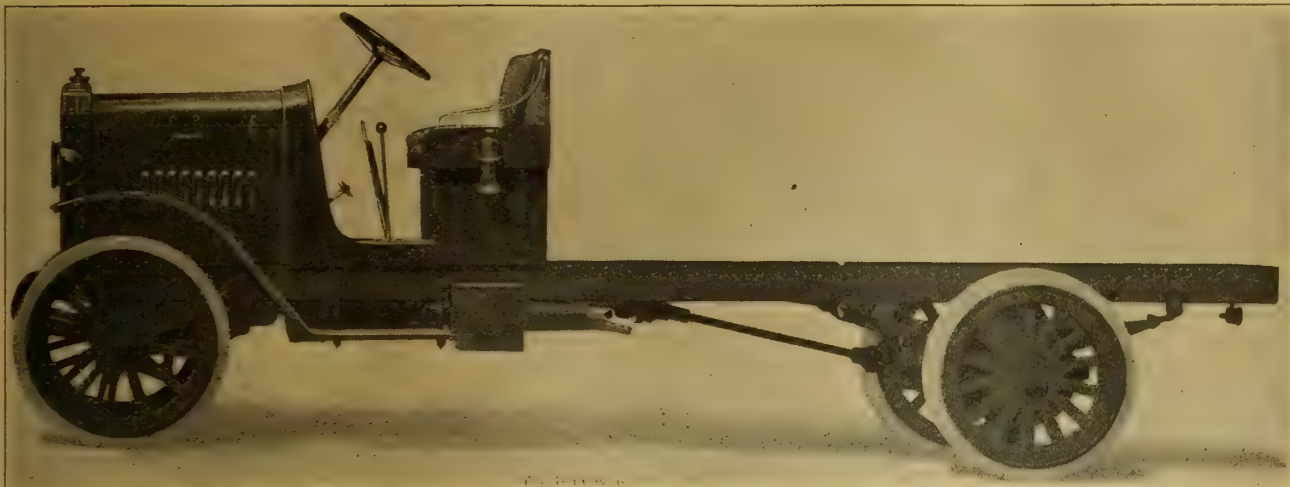
Oklahoma City

Kansas City

Denver

Omaha





It is generally recognized that Nash trucks have proved themselves particularly practical for present-day transportation purposes. Dealers who are planning for after-the-war business are investigating these Nash selling franchises. For it seems evident that they will offer Dealers exceptional opportunities for profit as soon as the entire large volume of Nash production is available to buyers.

**NASH TRUCKS**

*One-Ton Chassis, \$1650*

*Two-Ton Chassis, \$2175*

*Nash Quad Chassis, \$3250*

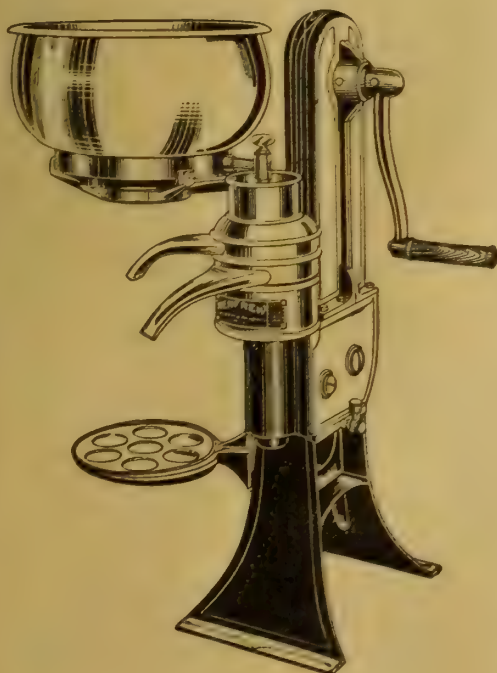
**P. J. Downes Motor Company**

**DISTRIBUTORS: KANSAS  
AND WESTERN MISSOURI**

2110 Grand Avenue, Kansas City, Mo.

**NASH MOTORS—VALUE TRUCKS AT VOLUME PRICES**

## Be a *Renfrew* Agent



The easy separator to sell because its points of superiority are plain, provable and guaranteed.

Loses only one pound in 10,000 pounds of butter fat—an unparalleled money-saving record.

Easy to care for and keep clean because it requires oiling but once in three months.

A *Renfrew* buyer always repeats when he wants the second separator—and he brings his neighbor along.

A *Renfrew* is as near a self-seller as a machine can be. It is a business builder you can't afford to overlook.

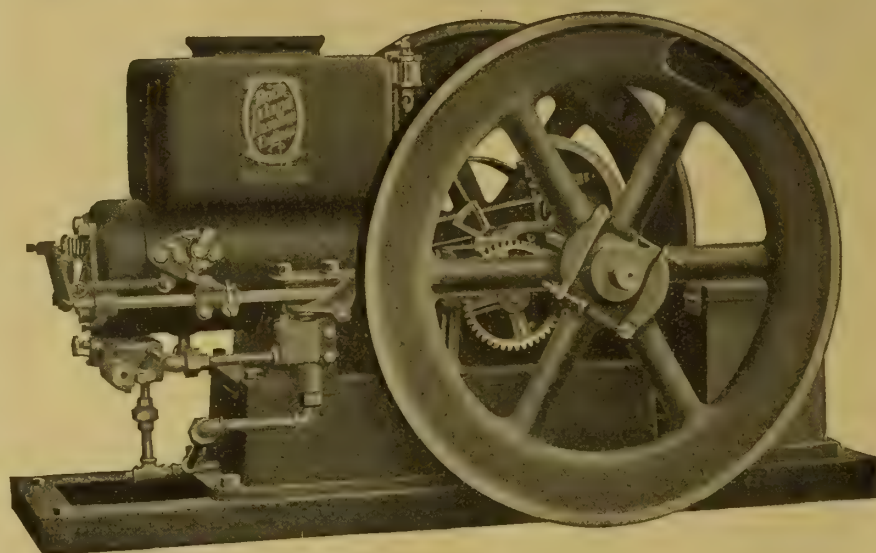
Write for a *Renfrew* Catalog and our attractive terms to dealers.

**P. J. DOWNES MOTOR CO.**

2110 Grand Avenue, Kansas City, Mo.



# THE "SURE SHOT"



## Rock Island Gas Engines

**Y**EARS of experience, the best engineering skill and painstaking care have been combined in the design of the Rock Island Engines. They are designed on straight lines with the number of working parts reduced as far as possible consistent with the best efficiency. They are the well-known four stroke cycle type, ordinarily termed a four cycle engine. They govern by the "hit and miss" principle, which is the most satisfactory for general service and the most economical in fuel. They use Electric "Make and Brake" system of ignition, which is the most reliable for general service. The engines are symmetrical in their design and of attractive appearance, substantially proportioned, with liberal bearing surface for all moving parts. They have large frost-proof hopper jackets and require a minimum amount of water for cooling. Nothing but the best materials enter into their construction and the workmanship is of the highest quality.

*See The "Sure Shot" Line when you attend the Oklahoma Hardware and Implement Association Convention at Oklahoma City, December 10, 11 and 12*

## Rock Island Implement Company

Oklahoma City, Oklahoma



# Heider's Long Service Answers Every Question

**W**HEN your customers come to buy a tractor, what do they ask? Are they satisfied with promises as to what the tractor will do, or a sales demonstration, or even one or two seasons of performance? As business men, they are most strongly convinced by *many years* of tractor work, by the machine that has made good in every kind of soil—under every condition—in every farm power use. They prefer the *field answer* over a long enough period to make certain what the tractor will do.

The Heider has ten years' *actual field work* to its credit. It has a nation-wide market built by the testimony of owners.

## Heider Patented Friction Drive

**T**HE Heider Patented Friction Transmission gives direct, positive power application with the utmost flexibility and simplicity. It permits seven speeds forward and reverse with *one lever* on both traction and belt work.

Special heavy-duty, 4-cylinder Waukesha Tractor Motor. Kerosene or Gasoline. No carburetor changes necessary. Dixie High-Tension Magneto with Impulse Starter. Perfex Radiator. Kingston Carburetor. Three-point suspension. Big U. S. Ball Bearings.

Two sizes, Model C 12-20 and Model D 9-16. Write for our proposition.

## Rock Island Farm Tools

include Plows, Discs, Planters, Seeders, Cultivators, Listers, Hay Rakes, Hay Loaders, Cream Separators, Manure Spreaders, Gasoline Engines, Stalk Cutters, etc. **Write for our Farm Tool Catalog.**

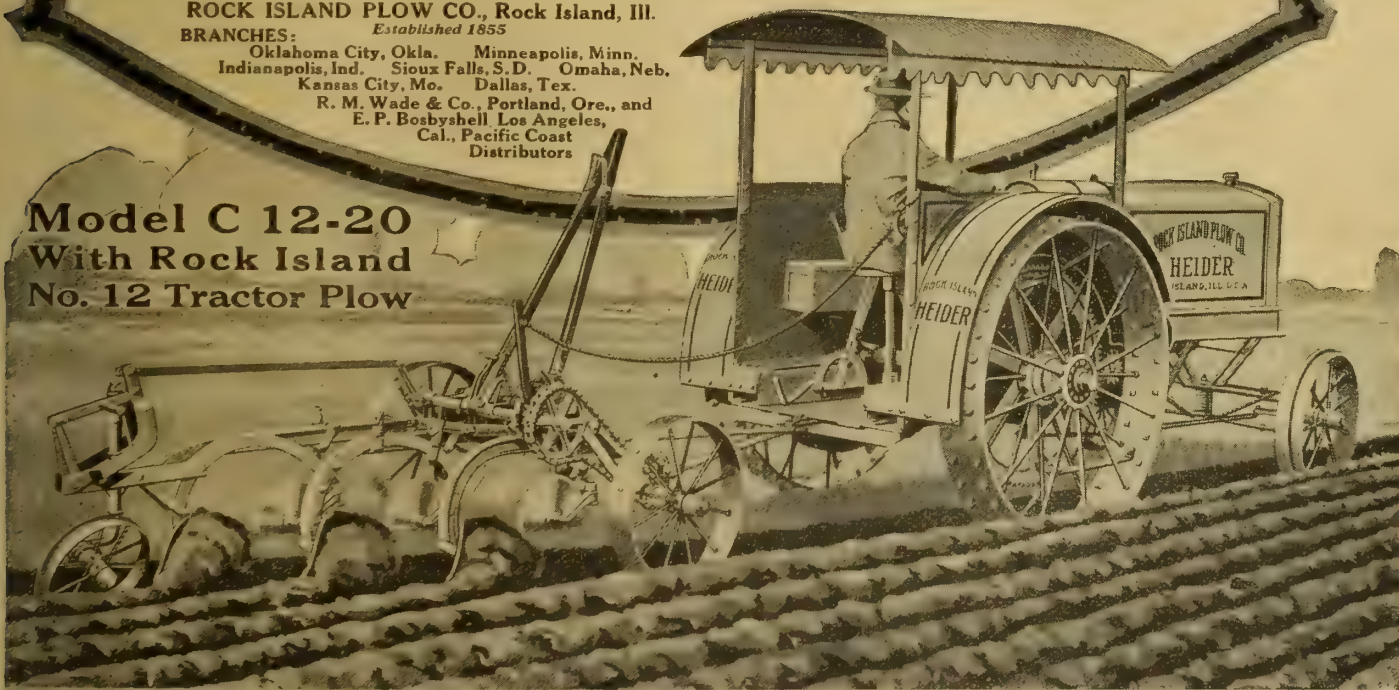
**At the Oklahoma Convention, Dec. 10, 11 and 12, Both Models of the Heider and Rock Island Tractor Tools Will Be on Display at Our Oklahoma City Salesroom**

**ROCK ISLAND PLOW CO., Rock Island, Ill.**

*Established 1855*

**BRANCHES:**  
Oklahoma City, Okla. Minneapolis, Minn.  
Indianapolis, Ind. Sioux Falls, S. D. Omaha, Neb.  
Kansas City, Mo. Dallas, Tex.  
R. M. Wade & Co., Portland, Ore., and  
E. P. Bosbyshell, Los Angeles,  
Cal., Pacific Coast  
Distributors

## Model C 12-20 With Rock Island No. 12 Tractor Plow

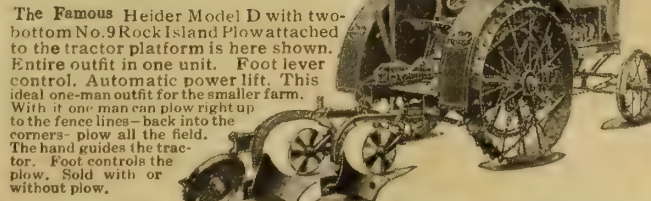


## Rock Island No. 38 One-Man Tractor Disc



Built exclusively as a tractor disc, with extra strength throughout for terrific strains. Close-up levers operated directly from tractor. One man easily operates both tractor and disc. Extremely flexible—gangs work independently. Close coupled—light draft. Note the unusual clearance—disc does not clog. Made in two sizes, 8-ft. and 10-ft. cut, either 16 or 18-inch solid or cut-out discs.

## Heider Model D 9-16 with No. 9 Power Lift Plow



The Famous Heider Model D with two-bottom No. 9 Rock Island Plow attached to the tractor platform is here shown. Entire outfit in one unit. Foot lever control. Automatic power lift. This ideal one-man outfit for the smaller farm. With it one man can plow right up to the fence lines—back into the corners—plow all the field. The hand guides the tractor. Foot controls the plow. Sold with or without plow.



# Oklahoma Tractor Dealers' Future

By A. E. Kull

A. E. Kull Tractor Co., Oklahoma City, Okla.

**W**E have had our days of doubts and misgivings. We have worried and wondered what the world would have in store for us when we had finally forced the Hun to hunt his hole. We never have doubted for one minute the outcome of the fracas led by that fair, though fierce fighting Foch. Now that the thing is all over except the proper paddling of the No-a-Count Wilhelm Hoinhellandson, we can turn our attention to tractors and things. And gee, things do look good and not within the memory of the oldest inhabitant has there been such a reservoir of moisture beneath the soil's surface as there is now. And never before since the days of the "Run" has the world looked so good to the farmers of Oklahoma. Good prices for farm products are assured and almost assured is the farmer of a bumper crop.

Still greater joy than the prospect of prosperity is the knowledge that the boys are coming home. They are coming home with a bigger and broader outlook on life and the problems we have to deal with. Yes, and they are

coming home sold on the tractor because they know of its wonderful performance when properly handled. The only fellow frowning now is the Bolshevik. He is miserable because people about him are happy.

There has been considerable comment of late with regards to the automobile dealer absorbing the tractor business and with it the tractor implement business. The reason there has been so much comment is because the thing has actually happened in a good many instances. The question naturally arises, why? Which takes us back to the early days of the automobile business. Selling automobiles for spot cash did not appeal to the established dealer in hardware or implements who had been in the habit of buying whatever he needed on terms that were long and liberal. The result was that a new dealer who was willing to comply with the new order of things took over this new industry. In some instances the hardware and implement dealers got into the game, but as a general rule it was not profitable.

Either the implement business or the auto business was neglected.

## To the One Who Serves.

With the coming of the gas tractor the same arguments have been advanced by many of the hardware and implement men of the country. They object to putting cash into tractors, in fact most of the regular hardware and implement dealers have been very much opposed to stocking machines except about the time they expected to turn them. The result has been that tractor salesmen have turned to the automobile dealer. The automobile dealer understands the importance of handling cars on a strictly cash basis and does not object to tractors being shipped "shippers orders" and he also appreciates the fact that he must stock at least a sample.

The question as to whom the business rightfully belongs can best be answered by saying: "To him who can serve his patrons." As a general proposition the automobile dealer is better equipped to take care of a tractor than is the implement dealer, but taking care of the tractor is by no means all there is to the tractor business. Absolute knowledge of farm conditions are fully as important as a knowledge of motors and the implement dealer is as a general rule in

# Prosperous Oklahoma Calls You!

To Attend the Convention of the

## Oklahoma Hardware and Implement Dealers' Association

At Oklahoma City, December 10th, 11th, 12th

**E**VERY patriotic dealer should plan at once to attend. The great reconstruction period is opening. No organization faces more important or essential responsibilities. We can measure up to these responsibilities only in proportion to the interest and activity we practice. Your first duty is to attend the convention and take an active part.

## Big Entertainment Features Have Been Provided

There will be something doing all the time. And after the serious affairs are concluded there will be opportunities to have a mighty good time among some mighty fine fellows.

The evening of December twelfth will be devoted entirely to a real entertainment provided by the Jobbers and Manufacturers Club of Oklahoma City. And we intend to celebrate some real constructive achievements.

**Manufacturers, Attention!** Plan to exhibit your lines at the convention. Let these live Oklahoma dealers know that you are backing them up. Help make 1919 a banner year in sales.

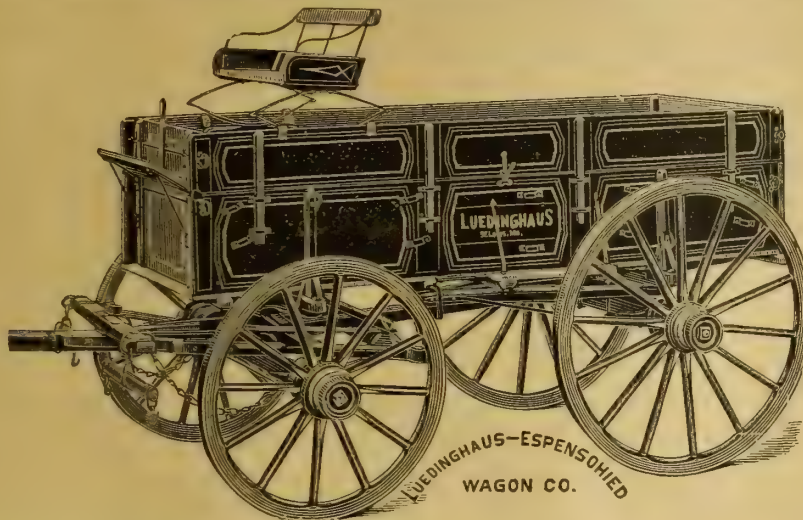
**Address Inquiries to Secretary W. B. Porch,** 204 Indiana Building, OKLAHOMA CITY, OKLA.



# LUEDINGHAUS WAGONS

OAK or BOIS D'ARC

The 'Wagon' That Has a Reputation Behind It. Secure the Agency Now.



Luedinghaus-Espenschied Wagon Co., St. Louis, Mo.

ROCK ISLAND IMP. CO., Agents, Oklahoma City, Okla.



## SANDERS DISC PLOWS

*Strong, Light,  
Endurable*

*Pioneer of Disc Plows*

All Tractor Builders Recommend Them

A Sanders Disc Plow for Every  
Farm and Tractor

**ROCK ISLAND  
IMPLEMENT CO.**

OKLAHOMA CITY - STATE AGENTS



Established 1857

Mr. Hardware Dealer:—Has it ever occurred to you that this RICH-CON trade mark design means something?

**THE CIRCLE** means an unbroken cycle of time.

**THE SQUARE** means honesty and exact agreement.

**TOGETHER** they typify an unbroken record of sixty-one(61) years in the Hardware Business based on Honest Goods and Square Dealing.

Kansas City, Mo.

Oklahoma City, Okla.



closer touch with the farmer than is the car dealer. Not only must the successful tractor dealer understand farm conditions, but he must also know farm implements. He must be able to advise the farmer with regard to tractor drawn machines of all kinds.

Hitching a plow is fully as important as adjusting a carburetor and requires much more skill. Indeed, men are quite scarce who thoroughly understand adjusting and properly hitching a plow. As an illustration I want to cite a case of a farmer living at Alva, Okla., who bought a well known tractor and seven bottom disk plow at the Salina show. With the tractor he was sold a cable and bar for hitching his plow for which he paid \$27.50. His land being hard he was advised and rightly so, to buy a 100-pound wheel weight for the rear furrow wheel. He fastened this bar across the rear end of his tractor according to instructions, then fastened the front end of his plow to the bar by means of a short chain and then fastened the cable to the rear end of the plow beam. All this was exactly as he had been instructed to do, but the result was that the rear furrow wheel was not allowed to run in the furrow, but would be held on the land by the cable.

About the time that the farmer had

given up all hope of making the plow run a plow man happened along, removed the long wood bar and cable and threw them to one side, adjusted the triangle hitch on the front end of the plow and fastened it to the tractor in the correct line of draft. When the tractor was started the rear furrow wheel dropped into the furrow and the plow did a perfect job of plowing. The bar and cable, which were intended for hitching two plows tandem are still on the farmer's hands and represent a penalty paid for buying an outfit from a concern that does not understand the tractor business which includes knowing how to hitch a plow.

## HOLD FARM POWER SHOW

End of the War Permits Oklahoma City Farm Power Equipment Club to Stage Annual Exhibition.

The Farm Power Equipment Club of Oklahoma City, Okla., at a meeting this past week decided to hold the Farm Power Equipment Show the week of Feb. 3 to 8.

It had originally been planned to hold the show Dec. 9 to 14 and was called off because of the War Department probably requiring the use of the building wherein it was intend-

ed to hold the show, and for the reason that the influenza epidemic was raging with no apparent sign of a let-up.

But now that the war is over, the members of the club feel that the show should be held. Arrangements are now being made to assure the show being even a great success than ever. Many exhibitors had reserved space for the first dates and have signified that the reservation would hold good for the new dates.

The exhibits this year will include practically every kind of power equipment manufactured for the farm today. Special stress, it is evident, will be placed on the exhibits of tractors and trucks. The truck exhibits will be one of the latest features in connection with the show.

A. E. Kull, 3-5 East Reno, Oklahoma City, secretary of the club, is in charge of the reservation for space.

### Club Elects Officers

E. Chadwick, formerly a member of the board of directors of the organization and with the J. I. Case Threshing Machine Co., was elected president of the organization. J. A. Bishop of the Parlin & Orendorff Plow Co. was elected vice-president of the club.

A. E. Kull, vice-president and manager of the A. E. Kull Tractor Co., was re-elected secretary of the organization in which he has taken such an active interest. W. C. Dance of the Delco Products Co. was elected treasurer of the club.

Cleveland tractors will be distributed from San Antonio, Texas, through the Standard Motor Sales Co.



## Not Just Another Brake Lining

but just the brake lining  
for gruelling tractor use.

Look for the letters S-M-C on the roll whenever the brakes are relined—they mean

### SAFETY MADE CERTAIN

They assure you continuous service, noiseless service, dependable service.

S-M-C is heat-proof, slip-proof, water-proof, oil-proof and gasoline-proof. The hardest tests prove that it will neither glaze nor crumble.

Made of highest quality asbestos, with friction wire interwoven, then treated throughout with the improved S-M-C compound and compressed to exact size.

Our exceptional equipment enables us to make S-M-C Brake Lining in widths up to 6 inches—few manufacturers can.

**Staybestos Mfg. Co.** 5549 Lena Street  
Philadelphia

*The Modern Factory*

Transmission Linings for Ford cars are a specialty with us.

## LIBERTY WAREHOUSE

1225-27 UNION AVENUE

Up-to-the-Minute Service. Low Insurance Rate. On Union Pacific tracks. Desirable office as well as storage space. Location best in the city for quick shipments. Reasonable rates. Choice office space available.

Phone, call or write for full information.

L. D. RICE, President

**SIMPLEX SPREADER  
MFG. CO.**

Traders Bldg., KANSAS CITY, MO.  
Warehouse Located 1225-27 Union Avenue



Here's a New

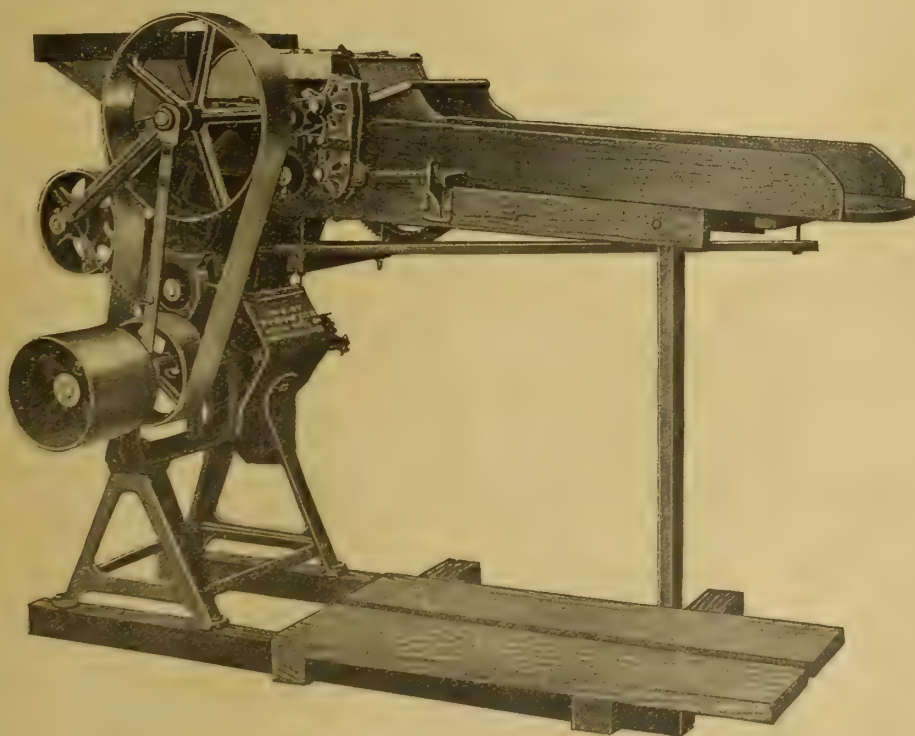
***DEMPSTER***

Feed Grinder

Born November 11, 1918

*A Great Day and a Great Grinder*

For grinding Ear Corn, Corn with the shucks on, Kaffir Corn in the head,  
Corn Fodder, Alfalfa, Hay and all small grains.



Write for Catalog and more Information.

Dempster makes a Feed Grinder and Engine to meet any  
farmer's requirement.

**DEMPSTER MILL MFG. CO.**

Factory, Beatrice, Neb.

BRANCHES:

Omaha    Fargo    Sioux Falls    Denver    Kansas City    Oklahoma City



# The Salem, Wisconsin, Demonstration

By Griffith Richards

Kenosha County, Wisconsin, Agricultural Agent

Thirteen tractors were lined up at the end of a 50-acre field of sod, each with a 2-acre strip to plow. At 12:55 o'clock one could hear the crackling of the exhausts from the various motors as they warmed up, and five minutes later the field manager of the demonstration rode to the center of the field on his white pony and unfurled Old Glory as the starting signal. The Salem, Wis., demonstration was underway. It actually reminded one of a race for the tractors seemed to

leap forward when the signal was given. Hundreds of interested farmers followed them back and forth across the field as the tractors turned over the sod.

Russell Pipe, a Kenosha County farmer, was the fuel manager for the demonstration. He selected an inspector to watch each tractor while it was in operation. These men were required to keep a record of the actual running time and to see that the tractor operator plowed the required depth of

7 inches. The tanks of each tractor were drained and filled with fuel from the same source. When they had finished, the amount of fuel required to refill the tank was measured accurately as this was the amount used to plow two acres.

Farmers inspected with critical eyes the work of the tractors and undoubtedly many a farmer knew which tractor he would purchase. There was much discussion among the farmers as to which was the better tractor, showing that they were interested in tractors and intend to use them.

The land which the tractors plowed was ideal to give all of the tractors a good test, for it was extremely hard, due to the unusually dry season. Many farmers said before the demonstration, "Well, if those tractors plow that land they are all right." Most of the tractors did plow the land and plowed it well. They demonstrated that they can do work which farmers would not expect horses to do.

The farm tractor has come to stay and it only remains for farmers to select and purchase the reliable ones, of the proper sizes for their own farm. And then what is perhaps more important learn how to operate them properly and keep them in repair. More local tractor schools must be

## TABULATED RESULTS OF THE COMPETITION

Tractor.	Time.		Fuel.		Plows.
	hrs.	min.	Gasoline.	Kerosene	
Allis-Chalmers 15-30 .....	3	10	2 gal.	12 gal. 2 qt.	3
Case 10-18 .....	3	10	1 qt.	3 gal. 3 qt.	2
Case 15-27 .....	2	20		7 gal. 1 qt.	3
Cleveland 12-20 .....	3		7 gal.		2
Eagle 12-22 .....	3	59	1 gal. 2 qt.	12 gal.	3
Farmer Boy 10-20 .....	2	59	7 gal. 3 qt.	4 gal. 1 qt.	2
Fordson 11-22 .....	3	15		8 gal.	2
Fordson 11-22 .....	2	44		5 gal. 2 qt.	2
Moline 9-18 .....	2	19	6 gal. 2 qt.		2
Titan I. H. C. 10-20 .....	2	52		7 gal. 1 qt.	3
Wallis 15-25 .....	1	35	5 gal. 1 qt.		3
Wallis 15-25 .....	2	33	1 qt.	6 gal. 2 qt.	2

# The Farm Power Equipment Show

(BIGGER AND BETTER THAN EVER)

Will Be Held February 4, 5, 6 and 7

at Oklahoma City, Oklahoma

Hundreds of Farm Power Equipment jobbers and dealers and thousands of farmers will attend the exhibit this year. Oklahoma and the Texas Panhandle have always responded to the call. The last tractor demonstration drew thirty thousand visitors. The 1917 show was a winner.

This year all records promise to be broken. The demands of the reconstruction period have awakened Oklahoma to the need of a strenuous drive for better farm power equipment to meet the crop quota in 1919.

Progressive farmers and dealers from all over the state will attend the show to select proper lines to sell and use.

The bars are down in Oklahoma. Leaders in the state are determined to see that production meets the heavy demand. The people are backing up the campaign. Manufacturers who expect to aid Oklahoma to break crop records by selling modern farm power equipment should attend to space reservations immediately.

The show will be held in the large agricultural building on the fair grounds.

FOR INFORMATION AND SPACE RESERVATIONS ADDRESS

A. E. Kull, Secretary the Farm Power Equipment Club

3-5 EAST RENO ST.

OKLAHOMA CITY, OKLA.



# Oliver at Oklahoma City

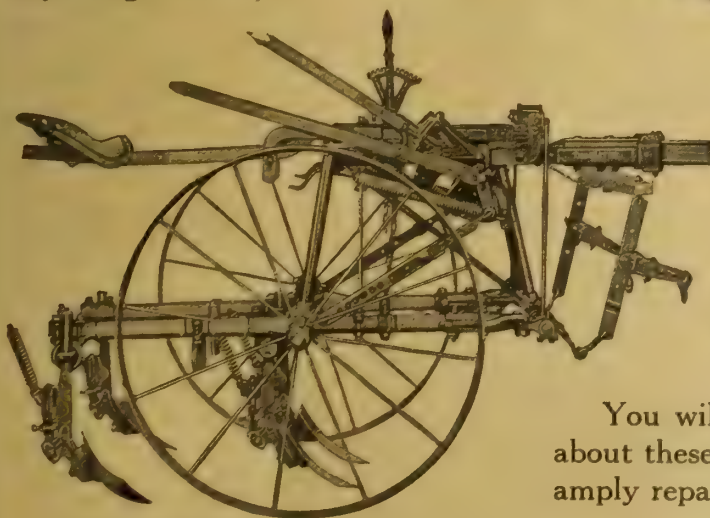
**W**E are pleased to announce to Oklahoma Implement Dealers and the trade in general that arrangements have been made with the A. E. Kull Tractor Company, corner of El Reno and Santa Fe Streets, to carry a transfer stock of Oliver goods.

It has always been our policy to give the best possible service to Oliver dealers.

This arrangement gives the trade in the Oklahoma City territory the advantage of quicker service.

## Oliver Listers

All dealers who attend the Convention should, by all means, examine Oliver Listers, paying particular attention to the straight dropping of the seed into the ground, the simple, yet effective means for keeping the up and down motion of the tongue from interfering with the working of the bottom, the method whereby the width between the wheels can be changed without interfering with the axle or getting greased, and the easy means for adjusting the lister.



## Oliver No. 1 Cultivator

You will also be interested in looking over the Oliver No. 1 Cultivator and its parallel shift of gangs, its strength, its wide range of adjustment, and the ease of operation.

You will want to talk to your farmer customers about these tools, and a good inspection of them will amply repay you for the time spent investigating them.



## Oliver Chilled Plow Works

Plowmakers for the World

KANSAS CITY



MISSOURI



established so that farmers may attend them.

This demonstration gave farm tractor companies an opportunity to demonstrate to farmers the value of their tractor, and also gave farmers a chance to see the various tractors in operation, note the kind of plowing they did, and hence were able to determine for themselves the merits of each tractor. The demonstration was so successful that it has been decided to make it an annual event.

### A Change From Yesterday.

An example of the rate at which civilization is traveling: A few years ago the farmer came to the rescue of the stranded automobile with his team of trusty old farm horses. Nowadays the farmerette with her tractor goes to the aid of the disabled airplane that has fallen into the pasture.

Engine trouble forced an aviator to land in the meadow of an Alabama farmer, whose daughter was driving a

La Crosse tractor in the adjoining field. The airplane was disabled by the fall, but the "tractorette" came to the rescue by hitching it onto the tractor and pulling it to the repair shop.

### Canada Disappointed in Crops.

Agricultural conditions are not favorable this year in the maritime provinces of Canada, according to the report of Consul General Evan E. Young of Halifax, Nova Scotia.

In some localities spring frosts occurred up to the middle of June and on the majority of farms the greater part of the seeding was done after that date. Heavy gales in August wrought immense damage to the field crops and fruit trees in western Nova Scotia, and severe frosts in September did enormous damage to potato vines and garden truck. The apple crop in Nova Scotia was about the same as in 1916, but was only one-third as large as the record crop of 1911.

In New Brunswick the yield of potatoes, oats, wheat and apples was below the average.

J. W. May, formerly manager of the Dallas branch of the Admiral Hay Press Co., has been transferred to the San Antonio branch.



A TRACTOR PERFORMING A NEW TASK—RESCUING A DISABLED AIRPLANE

# A. E. Kull Tractor Company

WE DISTRIBUTE

*Coleman Worm Drive Tractors and  
Oliver Tractor Drawn Implements*  
in Oklahoma, Panhandle of Texas and New Mexico

We are Specialists. We specialize on Tractors and Tractor equipment. We do not dabble in everything hence can and DO give specialized assistance to our dealers. Live dealers who want to get into the big game, will do well to get in touch with us at once as we have an exceptional proposition to offer.

### KULL'S TRACTOR GUIDE

*Free to Dealers*

A Comprehensive Tractor Guide of value to any dealer or Tractor user. Will be sent free to any dealer in our territory. Dealers from other States can secure the Guide by sending 25 cents in postage.



## A. E. KULL TRACTOR CO.

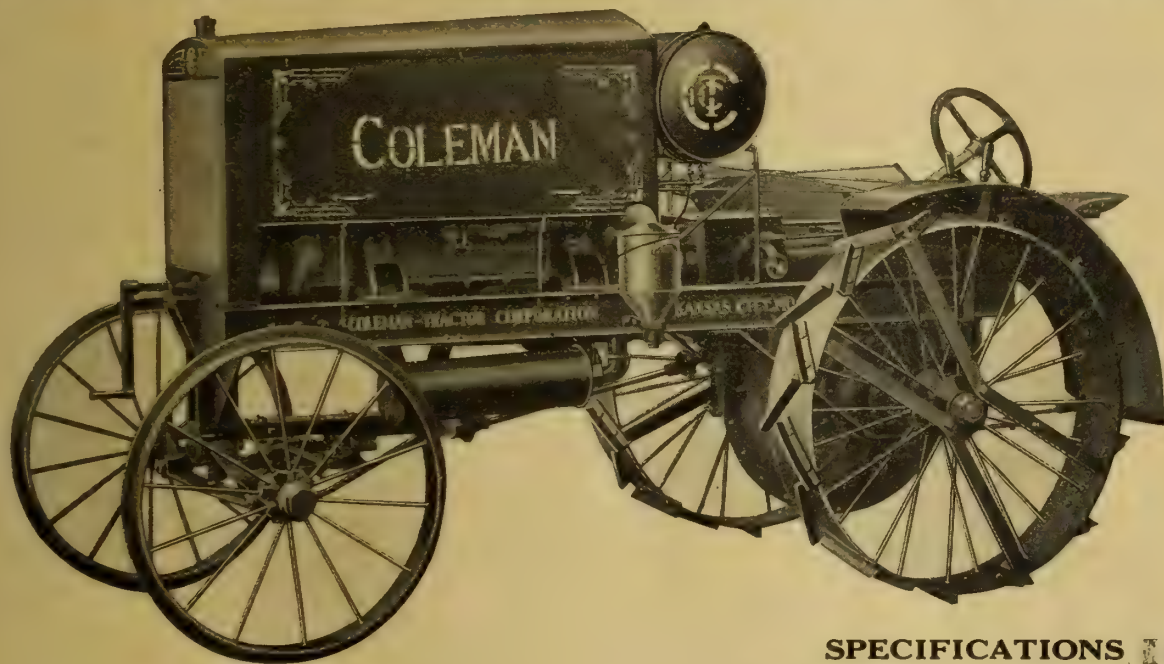
3-5 East Reno Avenue

OKLAHOMA CITY, OKLA.



# BUILT TO LAST

## The Coleman Worm-Drive Tractor



### SPECIFICATIONS

Weight, 5,000 pounds.

**Motor,** Climax; one of the very few successful kerosene burning motors yet developed. Heavy duty type, 4-cylinder, 5x6-inch vertical; speed 600 to 800 R. P. M.; full force feed oiling system; motor bearings bronze back; over-size throughout; governor fully enclosed; centrifugal and with quick adjustment for any speed.

**Ignition,** Dixie High Tension Magneto with impulse starter.

**Carburetor,** Stromberg Special Tractor, most improved type.

**Cooling System,** Perfox Radiator, capacity of cooling system, 14 gallons.

**Bearings,** Timken & Hyatt Roller, standard of the world.

**Air Cleaner,** The Coleman Air Washer. All air is washed by being drawn through water. The most efficient washer.

**Transmission,** forward, reverse and belt control by one lever. Final drive direct from engine through worm and worm gears to rear axle. No intermediate gears.

**Rear Axle,** Semi floating, special alloy steel fully enclosed.

**Front Axle,** Rocking type, giving three point suspension.

**Worm Gear,** High speed Phosphor Bronze.

**Tractor Oiling,** all of the parts, including transmission, worm gear, differential and rear axle, totally enclosed and running in a bath of oil; complete lubrication.

**Clutch,** internal expanding, readily adjustable, contained in flywheel.

**Belt Pulley,** 12-inch diameter and 7-inch face width; belt speed 2,100 feet per minute.

**Speed,** Road and field speed, three miles to four miles per hour.

**Wheels,** two front wheels, 34x4-inch with steering band; rear wheels 44x10-inch equipped with lugs.

**Frame,** 5-inch I beam, one piece section structural steel, thoroughly cross braced.

**Brakes,** Foot service brake and lever emergency.

**Fuel Capacity,** 16 gallons kerosene, 2 gallons gasoline.

**Turning Radius,** inside diameter, 8 feet, 6 inches.

**Power,** power at belt, 30 HP.; draw bar. 16 HP. with reverse power for emergency use.

**Special Features,** rear wheels fully protected by sheet steel guard.

**Driver's Cab Optional**—Aside from certain specified parts, the Coleman Tractor is made complete in our new up-to-the-minute factory.

### Mr. Dealer:

**I**N BUILDING up a tractor business the chief requirement for success is in keeping your customers satisfied, which means that the machine you handle must give an honest season's work at a small expense for service and new parts.

The Coleman Tractor is **built to last**, and is covered by broader guarantees than any tractor on the market. The worm and worm gearing is guaranteed for the full life of the machine. The Coleman is not only a tractor that will sell itself, but you get real sales cooperation from us. We maintain a corps of expert salesmen and demonstrators to help you. We advertise generously direct for you. When a farmer sees the Coleman in operation—sees the simplicity of it—the even power, and is told of the exceptional guarantees covering the Coleman it makes an ideal selling proposition.

Read the specifications and write us for our "special sales plan" and the opportunities there are for you in selling Coleman Tractors.

**The Coleman Tractor Corporation,** Kansas City, Mo.  
U. S. A.



## What does a bumper corn crop mean?

Prosperity for everybody — the additional sale of tools for cultivating and harvesting the corn crop as well as the sale of other implements which comes from prosperous farmers.

Naturally, a dealer who desires to further his own business must be interested in the size of crops that farmers grow.

The great value of the Black Hawk planter in growing bigger corn lies in the accuracy of its drop and the ability of the farmer to plant as many kernels to the hill in any part of the field as he desires without stopping his team, depositing the seed in the ground the right depth and the correct packing of the soil around the kernels for quick germination and rapid growth.

It is important that you order your supply of Black Hawk planters for next spring now.

### Oliver Chilled Plow Works

*Plowmakers for the World*

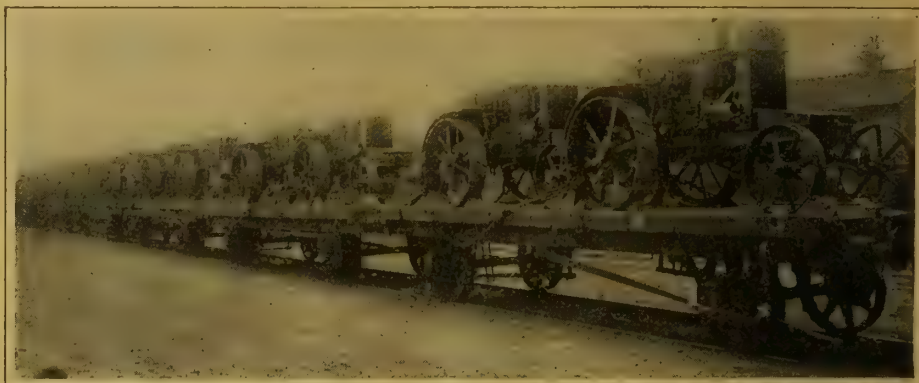
Kansas City, Mo.      Dallas, Tex.  
Omaha, Neb.



## Manufacture English Tractor Here

J. COLVIN BROWN, representing the Saunderson Tractor & Implement Co., Ltd., Bedford, Eng., manufacturers of tractors and implements, has arrived in the United States to visit manufacturers of this country in an effort to interest them in the manufacture of Saunderson tractors for export. Mr. Brown brought a number of the tractors with him.

should entirely take the place of the horse and be able to meet the farmers' needs as a road machine, as an isolated unit power plant as well as for pulling the plows and cultivators, he explained to an Eastern representative of the Implement & Tractor Trade Journal. The entire farm equipment of the world to date has been based on two-horse power units, two-horse plows, two-horse cultivators, two-



SHOWING A SHIPMENT OF SAUNDERSONS ON A BRITISH SIDE-TRACK

The Saunderson tractor has been in the market for a long time, Mr. Saunderson having been arrested in England for driving a tractor through the streets more than twenty years ago,



THE MOTOR HAS AN EIGHT-INCH STROKE

and a recent form letter sent out to everyone who had ever bought a Saunderson machine brought 60 percent of replies, every one of those received being favorable.

Mr. Brown's idea is that a tractor

horse wagons, although, of course, sometimes these were doubled up. Tractors are made from 10, 20, 30 or 50-horsepower, and the implements should harmonize and the entire work in putting in the crop should be accomplished by one passage over the soil, the machine following to tear up the soil and place it in position to receive the crop and also place the seed, Mr. Brown contends. He has plans to accomplish this result even without plowing and has done so. His machine as designed has the greatest variety of uses. It has a great drawbar pull. This is accomplished not only by excellence of manufacture but by the use of a long stroke, 8 inches, in the motor.

The standard Model G, rated at 20-hp., showed 23-hp. on the dynamo and 17½-hp. drawbar pull at the French tests, where 44 machines competed. It combines an attachment converting it into a road scraper. It also has a crane attachment for the front and one for the rear. The rear crane attaches to the side-wheel, and with it the standard British sack of wheat which weighs about 400 pounds is picked up rapidly, loaded into wagons through moving the machine back and forth. With a drum attachment on the rear axle, hay is lifted from the wagon and thrown into the mow.

The Saunderson tractors start on gasoline and operate on kerosene. Engine lubrication in all of the machines





# STEEL

## DEMAND *vs.* SUPPLY

Live merchants will not "Wait to see what's going to happen." They will go ahead and take care of their regular business in their regular way.

So long as steel mills are as busy as they are now, prices will not drop. In fact, PRICE IS NOT THE MAIN QUESTION. Supply is much more important, for DEMAND far Exceeds the supply now and is likely to do so for a long time to come. No new prices have been made on steel since the armistice has been signed and the mills are not soliciting nor asking for orders.

There are a good many reasons for this enormous demand, for example: the foreign demand, France must be rebuilt, Belgium must be restored, so must Italy and all the other countries devastated by the war.

Rebuilding these countries must be done quickly. To do this great quantities of steel must be used. The United States is called upon to furnish the bulk of this material. Already huge contracts are being considered. Then steel will be more in demand than ever.

A special tank proposition at this time will interest live dealers. We are fortunate enough to have a fair stock of tank material on hand AND RIGHT AT THIS TIME we are able to make a very attractive tank proposition to dealers who will co-operate with us.

Live dealers will surely be interested. If YOU are, write us at once for our special tank deal.

**BUTLER MANUFACTURING CO.**  
**KANSAS CITY** **MINNEAPOLIS**



is rendered automatic by a geared force pump system. They are equipped for belt work. All have a locking device to the differential gear. Each model is equipped with a winding drum.

Specifications of the Model B, rated 30-hp.: Mounted on four steel-built wheels. Rear propelling wheels 5 ft. diameter by 14 in. wide. Front steering wheels 3 ft. diameter by 7 in. wide spring mounted. Engine 2 cylinders,  $6\frac{1}{2}$  in. bore by 9 in. stroke, mechanically operated valves. Water cooled by radiator and pump. Gear speeds, three forward of approximately 2, 3 and 5 miles per hour, 3 miles per hour reverse. Belt pulley 16 in. diameter by 8 in. wide. Speed normal 700 r. p. m.

Specifications of the Model G, rated 20 b. h. p.: Mounted on four steel-built wheels. Rear propelling wheels 4 ft. diameter by 10 in. wide. Front steering wheels 2 ft. 6 in. diameter by 6 in. wide spring mounted. Engine 2 cylinders  $5\frac{1}{2}$  in. bore by 8 in. stroke, mechanically operated valves. Water cooled by radiator and thermo syphon. Gear speeds, three forward of approximately 2, 3 and 5 miles per hour, 3 miles per hour reverse. Belt pulley 12 in. diameter by 7 in. wide. Speed normal 750 r. p. m.

Specifications of the Model J, rated 10 b. h. p.: Mounted on four steel-built wheels. Rear propelling wheels 3 ft. 6 in. diameter by 8 in. wide. Front steering wheels 27 in. diameter by 5 in. wide spring mounted. Engine single cylinder  $5\frac{1}{2}$  in. bore by 8 in. stroke. Water cooled by radiator and thermo syphon. Gear speeds, three forward of approximately 2, 3 and 5 miles per hour, 3 miles per

hour reverse. Belt pulley 10 in. diameter by 7 in. wide. Speed normal 750 r. p. m.

### Entertain Men in the Service.

Realizing that thousands of Sharples dealers and friends of The Sharples Separator Co. had sons and relatives in the service who would be traveling through the eastern part of the United States, General Manager C. M. Burdette of the Sharples company recently sent a letter to all Sharples dealers, in which he extended a most cordial invitation for all such men in the service to visit the Sharples people at West Chester, Pa. Mr. Burdette's most generous offer has been very largely accepted and the Sharples people are entertaining a great number of the boys in the service, as well as furnishing them with information concerning the eastern part of the United States.

### Semi-Trailers Save Labor.

"Semi-trailers are labor savers," declared H. C. Fruehauf, general manager of the Fruehauf Trailer Co., while discussing the general shortage of labor.

"And every owner of a semi-trailer is firmly convinced that the semi-trailer conserves man power," continued Mr. Fruehauf.

"In the first place a two-ton truck

and a six-ton semi-trailer will haul as large loads as three two-ton trucks. And but one driver is required, thus saving the wages of two drivers.

"Because modern trucks are limited in their carrying capacity is no reason to believe that larger loads cannot be hauled. We have demonstrated time and again that a semi-trailer will treble the carrying capacity of a motor truck.

"With economy the watchword, many manufacturers, contractors, lumber dealers and other business men are adopting semi-trailers not only because of the saving in wages that follows, but because of decreased operating expenses.

"This is an important matter at the present time when a shortage of motor trucks is predicted and a labor shortage confronts the employer."

### Japanese Firm Changes Name.

The Hakodate American-Japanese Trading Co., Hakodate, Japan, the largest Japanese dealer in agricultural implements, has changed its name to the Hakodate Trading Co., and increased its capital stock to 500,000 yen.

# ASPINWALL

*Unsurpassed in  
Material,*

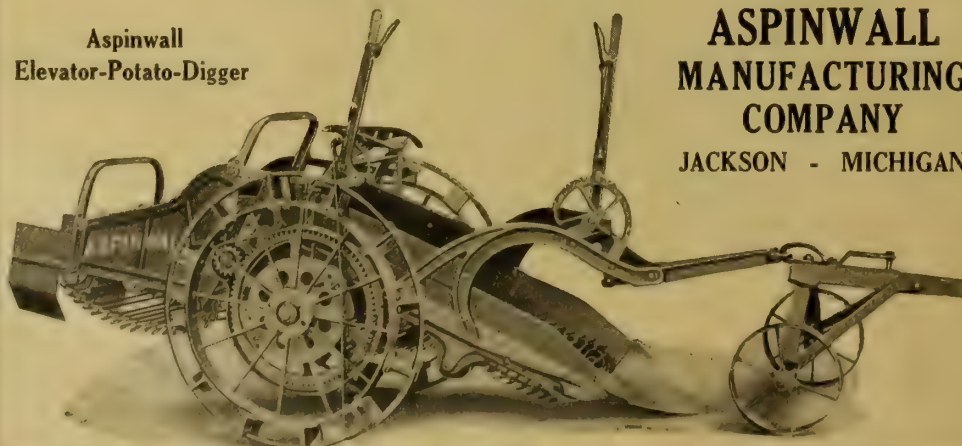
## Potato Machinery

*Wormanship, Serviceability,  
Recognized L-E-A-D-E-R*

**World's Oldest and Largest Makers of Potato Machinery.** Attractive folders furnished on request.

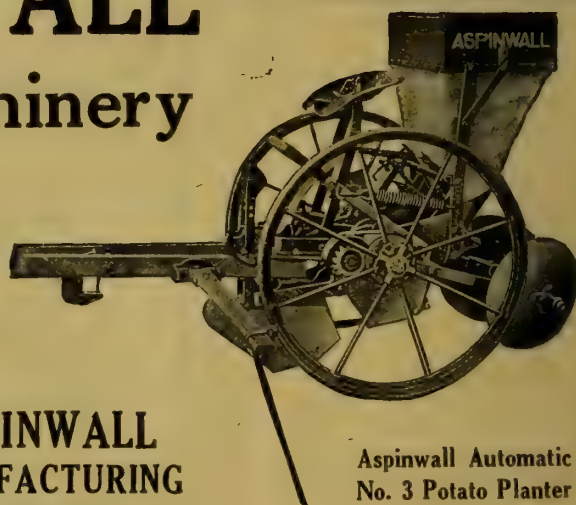
1919 Prices are now ready.

Aspinwall  
Elevator-Potato-Digger



**ASPINWALL  
MANUFACTURING  
COMPANY**

JACKSON - MICHIGAN



Aspinwall Automatic  
No. 3 Potato Planter

**ASPINWALL Line is Complete**

**Cutters**

**Planters**

**Sprayers**

**Diggers**

**Sorters**



Location of Hyatt Bearings  
in Moline Universal Tractor

## Delivering 72% Engine Power at the Draw Bar

**L**ESS power expended in propelling the tractor—more power for pulling the plows—less fuel required to do the job—these are the ideal working conditions of a motor in a farm tractor.

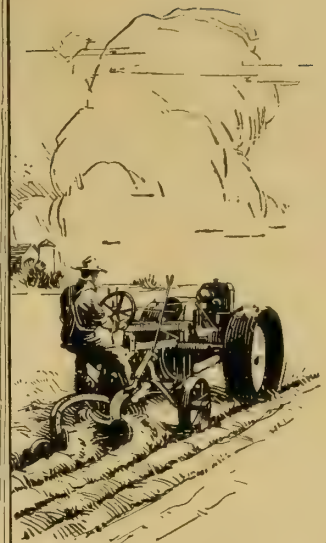
The remarkable results accomplished by the Moline Universal Tractor in an official test at the last National Tractor Demonstration is a straight-to-the-point example of what Hyatt Bearings can do to bring about these ideal working conditions.

This official test showed that the motor, which is capable of developing 28 horsepower at the speed necessary to drive the tractor at 3.5 miles per hour, actually delivered at the drawbar 20.05 horsepower—an efficiency of 72%.

This splendid showing was made possible by the Hyatt Roller Bearings that carry every shaft in the Moline Universal Tractor and which eliminate friction and reduce to a minimum the amount of power required to drive the machine.

**HYATT ROLLER BEARING COMPANY**  
Tractor Bearings Division, Chicago, Ill.

Motor Bearings Division, Detroit, Michigan  
Industrial Bearings Division, New York City



### National Tractor Farming Demonstrations

1918  
Demonstration

July 29-Aug. 2

Salina, Kansas, July 29, 1918.

DR. J. S. D. TUBERSON  
MOLINE, ILL.

MOLINE FLOW CO.,  
MOLINE, ILL.

Dear Sir:-

We beg to report the following performance of a Moline Universal tractor 5-18 H. P. Serial No. 19002 Motor No. 10002 under test for draw bar horse power

Conditions:-

Soil: Stubble ground - loose on top  
firm underneath.  
Load: Plow, two fourteen inch plows.  
Dynamometer: Hyatt Recording.  
Draw Bar Pulls Average for one minute  
in maximum.  
Time: Recorded by dynamometer.  
Hitch: Horizontal - centered.

TEST NO.	GEAR	DRAW BAR	SPEED MILES PER HOUR	DRAW BAR HORSE POWER	RE-MARKS
2 A	2155	2.18	12.5	Average	
2 B	2155	3.52	20.05	plowing	
				maximum	

OBSERVERS:  
G. H. Woolley, Jr.  
L. S. Newman  
J. B. Davidson.

*Research Engineer*  
*J. B. Davidson*  
ENGINEER IN CHARGE

*A. E. Hildebrand*  
MANAGER OF DEMONSTRATION

# HYATT

## ROLLER BEARINGS





### Avery Service School in K. C.

One of the series of free service schools to be conducted throughout the country by Avery Co. will be held at the Kansas City branch next week, Dec. 9, 10 and 11. A thorough course in tractor service and operation will be given during the sessions under the supervision of L. R. Van Volkenburg, service engineer of Avery Co., Peoria, Ill. E. J. Anderson, local manager, is making preparations for the care of all of the Avery dealers in the city to attend the sessions.

### Appleton Mfg. Co. Closes Offices.

The Appleton Mfg. Co. is closing its Kansas City offices. It is understood that the business in the Kansas City territory will be handled from the Omaha branch. The L. T. Crutcher Warehouse Co. served as transfer agent for the company here and J. M. Matson managed the company's interests. J. A. McCammon, manager for the company at Omaha, will be in Kansas City next week, it is understood, to check out the stock.

### Held Case T. M. Service School.

Quite a large number of dealers and many owners attended the service school conducted by the local branch of the J. I. Case Threshing Machine Co. this week. Service experts from the Case factory and accessory authorities conducted the course of lessons.

### R. R. Powers' Father Dies.

C. A. Powers, father of R. R. Powers, manager for the Aultman & Taylor Ma-

chinery Co., died last week at his home in Stockton, Mo. Mr. Powers was 68 years old. He had been ill for some time and was preparing to come to Kansas City for an operation when he died. Besides his widow and R. R. Powers he is survived by another son and two daughters.

### Many Affected by Influenza.

Quite a number in the implement district have been afflicted by the return of the influenza epidemic in the city the past ten days. The disease does not seem to be as malignant. In some of the wholesale houses the office forces have been noticeably depleted.

G. H. Evans, accompanied by his family, went to Bethany, Mo., to spend Thanksgiving. While there the entire family developed influenza. Charles M. Swatzel, manager of the Rhodes Implement Co., is confined to his home on account of influenza. The condition of Mrs. E. J. Anderson, wife of the manager for Avery Co., who was seriously ill last week, has improved.

W. C. Giberson, manager for the J. I. Case Threshing Machine Co., is confined to his home on account of illness. Mr. Giberson for a time was threatened with pneumonia.

### Tractor Club Meets Dec. 16.

The Kansas City Tractor Club will meet Monday night, Dec. 16, at 6:30 o'clock at the Hotel Muehlebach to consider a proposed new set of by-laws. The club held its regular monthly meeting last Monday night at the Baltimore Hotel.

The club presented D. C. Reeves, who

Kansas City, Mo., Dec. 7.—There is very little business in the way of immediate shipments in the Kansas City territory right at the present time. The distributors are completing their contract work. There has been no demand for corn shellers but there has been quite a demand for corn shredders, the jobbers say. There has also been a demand for saw frames.

O. R. Armstrong, a traveler for the Advance-Rumely Thresher Co., at Phillipsburg, Kan., in the city this past week, said that the northwestern Kansas wheat outlook was the very best. Mr. Armstrong said that in Rooks, Graham and Russell counties where the grasshoppers had done much damage that the farmers had replanted the wheat and obtained an excellent stand.

Distributors are commenting on the amount of motor truck business being obtained among farmers by dealers who are now carrying that line. Graff & Donnell, dealers at Savannah, Mo., are credited with selling 23 International Harvester Co. motor trucks to farmers this past year.

## Noiseless Water Supply PUMPING OUTFITS

For open or compression tank water systems  
180 to 360 gallons per hour

### GOULDS



### Pumping Outfits

run so quietly when driven by electric motor that you can't hear a sound 10 feet away. The Pump oils itself at every turn and is so simple there is scarcely anything to get out of order.

Hi-Speed outfits are made in 13 different combinations as follows:

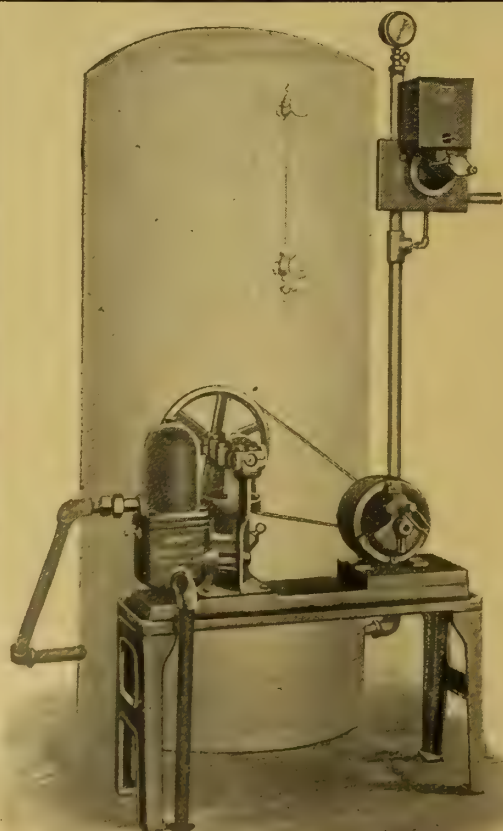
- 1 gasoline engine driven outfit.
- 4 electric motor driven outfits for use in connection with 32-volt home lighting systems.
- 8 electric motor driven outfits for 110 and 220 volt alternating and direct currents.

WRITE for DEALER'S PRICES and DESCRIPTIVE LITERATURE

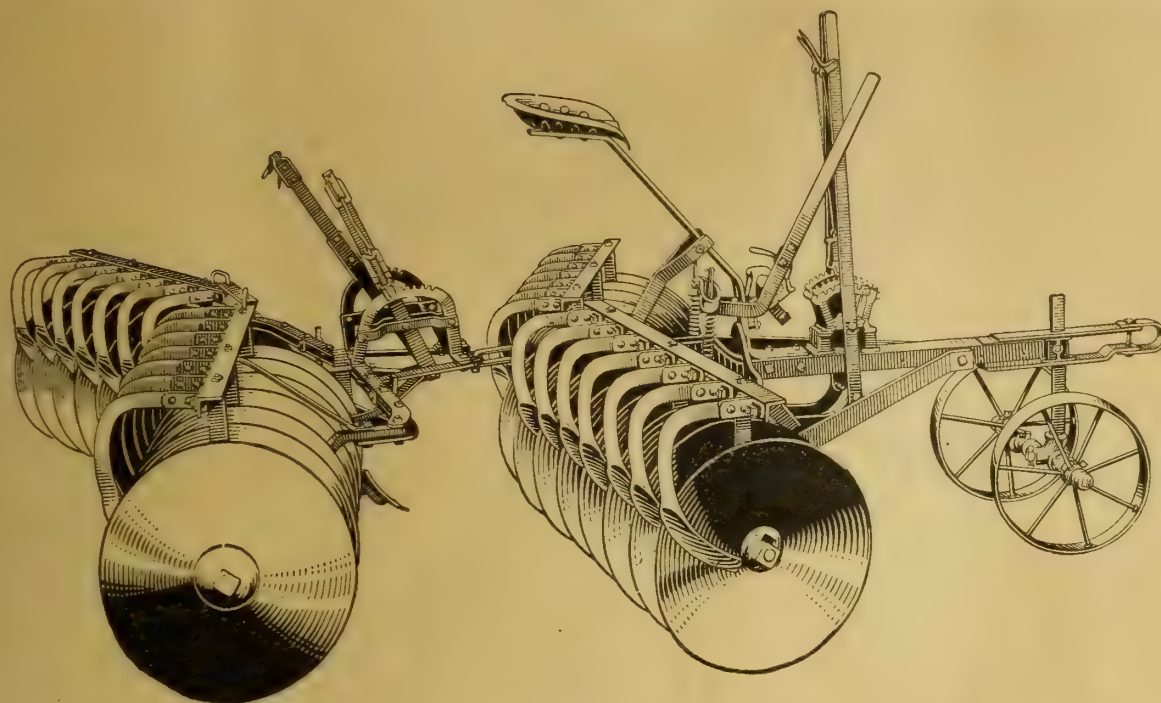
## THE GOULDS MANUFACTURING CO.

Main Office and Works—Seneca Falls, N. Y.

NEW YORK 16 Murray St.	BOSTON 58 Pearl St.	CHICAGO 12-14 S. Clinton St.	PHILADELPHIA 111 North 3rd St.
WASHINGTON 338 Munsey Bldg.	PITTSBURGH 636 Henry W. Oliver Bldg.	ATLANTA 3rd Nat'l Bank Bldg.	HOUSTON 1001 Carter Bldg.







## Moline Universal Disc Harrow

### For Tractor or Horse Use

The Moline Disc Harrow is made for use with any tractor—for use with the Moline-Universal Tractor, or for use with horses. It is heavier and stronger than the usual horse drawn disc harrow and has ample strength to withstand hard usage. However, this construction does not detract in any way from its usefulness when it is desired to use it in connection with horses. It is a quality disc harrow in every respect and is unequaled for durability, convenience, light draft and good working qualities.

Extreme flexibility and penetration—gangs hold down under spring pressure and readily follow uneven ground.

Gangs easily adjusted while in the ground—lever bars are not retarded by snubbing blocks or guides.

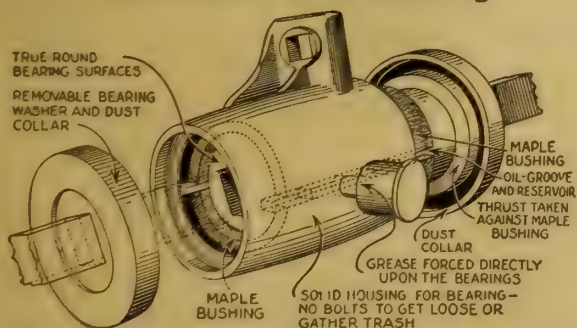
Difference in pressure between gangs perfectly equalized.

Rigid frame takes up end thrust—gangs do not bump.

Very light draft—bumpers do not ride.

Pivot point at rear of disc bearings always keeps inner ends of the gangs close together as they are angled.

#### The Perfect Disc Bearing.



For use with light tractors, built in 6, 7, 8, 9 and 10-ft. sizes, single or double cut; 18-in. discs, with or without tongue truck.

For use with Moline-Universal Tractor, built in 6 and 7-ft. sizes, single or double cut; 8, 9 and 10-ft. sizes, single cut; 18-in. discs. Two-lever style only. Has the same equalizing spring pressure for the inner ends of the disc gangs as other types but adjustments are made by screw nuts instead of the third lever.

This splendid disc harrow sells itself—wire, write, or phone your orders.

## MOLINE PLOW CO., Moline, Ill.

Manufacturers of Quality Farm Implements since 1865.



leaves Kansas City to go to the head offices of the J. I. Case Plow Works in Racine, with a handsome watch chain. Mr. Reeves is credited with having originated the tractor show idea. E. J. Sweeney, president of the Sweeney Auto & Tractor School, was elected an honorary member.

The plans for the 1919 National Tractor Show are rapidly taking shape. Reservations for space that have been made assure a much larger show than the one in 1918. The club decided to hold the National Tractor Show the same week as the Kansas City Automobile Show and the dates were changed from Feb. 10 to 15 to Feb. 24 to Mar. 1. It was thought that the dates should be changed in order that no hardship be imposed on the dealer who desires to

attend both shows or the houses that must of necessity bring their men in for both shows.

The building for the 1919 show will be in the same location as last year and will afford approximately 90,000 square feet of space. The action of the War Industries Board recently with regard to building will remove all obstacles in the path of the club.

### Internal Emotions.

"Write a sentence using the word 'ferment,'" directed the teacher.

Bobby consulted his dictionary and found that ferment meant to work. He then wrote:

"The man went to ferment in his garden."—Country Gentleman.

### MINNEAPOLIS



## Good Volume of Business

### All Seasonable Lines in Demand—No Price Break Looked For.

Minneapolis, Minn., Dec. 5.—The implement business is slowly going into the winter period, with a cessation of late fall orders, except on goods for winter use. Lack of snow has held back much call for sleds, bobs and cutters, but cold weather has started the call for stock tanks, heaters, food cutters and grinders and the like.

Gasoline engines for various power uses for the farm are also in demand, as they are through most of the year. Manure spreaders are in demand right along. Tractors continue to call for attention, though the need of quick shipment is fairly well past, and tractor plows are not moving now to any extent. Orders for spring delivery on plows and in fact on the general line, are coming along well. The situation now shows a better volume of business book for spring delivery than was the case a year ago at this time.

So far as can be discerned from a study of market conditions, there is nothing to be gained by holding off, and a possibility of losing. Although conditions have eased up as regards the ability to manufacture, the available material may still be in such demand from other sources that it cannot be obtained freely for implement production, and the labor supply is slow to re-establish itself.

### Most Collections Are Settled.

Collections are getting down to the few which have not yet been squared up, though in the main, payments this fall are well ahead of the usual season. Some sections where the crop was a practical failure cannot pay up, and must be carried. In the main, payments in full are easily possible.

### More Dealers Expected.

Visits to the market this fall have been held back by the prevalence of influenza. Now that the disease seems to have about run its course, doubtless many more will come to the city. The holidays are not far away, and many make a combination visit during December.

### Prepare for Retail Convention.

Preparations for the annual retail implement convention are under way, though the influenza has held back preparations. The forthcoming meeting of the Minnesota association ought to be of exceptional importance to the trade. A great many things affecting the trade, connected with the war and also with the changed conditions of the railroads, express and other matters, will be outlined to the members. Many personal explanations will be made which will clear situations that have been obscure despite attempts to explain by correspondence.

### Hope for Transportation to Improve.

The close of hostilities ought to have



MAKING PERFECT SEED BEDS WITH AN "ACME" No. 23

## The Demand of the Times

Both friends and former foes must be fed. America's quota calls for 6,000,000 additional tons of food. To produce this, farmers must have tools that speed up crop production. Yet such tools must be so simple and durable that they can safely be entrusted to inexperienced help.

### "ACME" PULVERIZING HARROW

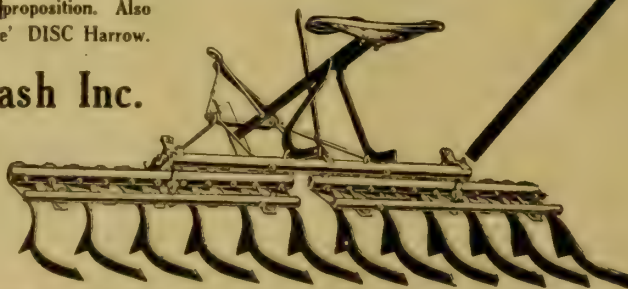
is the tool the times demand. "The Coulters Do the Work"—make those perfect seed beds that increase yields. The draft is light; one team covers a large acreage. Yet the "Acme" is so safe, simple and durable that a boy, girl or slight woman can take a man's place. The comfortable spring seat does away with tramping over soft ground.

Many farmers delayed buying last year—repairing their old tools at the request of our Government. These farmers are ready to buy anew. Sell them "Acme" Pulverizing Harrows. But to make sure of your stock, order NOW.

Send today for our dealer's proposition. Also ask for circular about "Acme" DISC Harrow.

**Duane H. Nash Inc.**

105 Elm Street  
Millington,  
N. J.



No. 23 "ACME" Pulverizing Harrow. Cuts 6 1-2 Feet Wide



# REMY

## GOVERNOR-GENERATOR

**Generator**—A simple, direct-current Generator is used—the simplest and most efficient type known. This develops the current for governing, starting, lighting and ignition. The Generator is a standard type designed for tractor work and so mounted that it will rock 30 degrees.

**Governor Lever**—Operated by the rocking of the generator body, opening or closing the carburetor throttle instantly when the tractor load is increased or decreased, thus providing a perfect automatic, electric engine control.

**Ignition**—The well-known Remy dust- and water-proof type of ignition distributor is used, the ignition coil being protected from dust and water by the generator case cover. Convenience of timing and accessibility are special features. This equipment is on more internal-combustion engines than any other type.

**Enclosure**—The entire Remy Governor-Generator equipment is enclosed in a cast iron case, that is thoroly dustproof and waterproof. The removable, pressed steel cover at the top permits easy access to all the parts thru a large inspection hole.

The Remy Governor-Generator is the necessary key to the problem of electric engine governing, lighting, starting and ignition for farm tractors. This one device performs the duties of three units—a current generator, an engine governor and an ignition system. This elimination of multiple equipment makes for greater simplicity, greater durability and Remy constant performance.

### REMY ELECTRIC COMPANY

TRACTOR EQUIPMENT DIVISION, CHICAGO, ILL.

Motor Equipment Division, Detroit, Mich.

Factories, Anderson, Ind.



*(Properly lighted it is as practical to follow a furrow at midnight as it is to drive the family car home after the band concert.)*



a quick effect upon improving transportation facilities. The Government will not be rushing supplies in such quantities as was necessary heretofore, since many munitions shipments will be stopped completely, and other supplies will be required in lesser quantities as men are released from the various camps in this country. Inquiry among various local houses shows a variety of opinion as to whether there is any real change for the better so far. Some seem to think that shipments are coming through from their factories in much better time than was the case before hostilities ceased. Others are convinced that as yet there have been no changes for the better.

Traffic Cop—"Come on! What's the matter with you?"

Truck Driver—"I'm well, thanks, but me engine's dead."—Eastern Dealer.



## Farmers in a Buying Mood

Orders Being Booked Show Effects of State's Prosperity.

Des Moines, Ia., Dec. 6.—Iowa's heaviest snowfall in twenty-five years was registered on Thanksgiving day. The fall was seven inches on the level on this occasion, as compared with eight inches which fell in 1893. This blanket covers the fields of the state and has been joyously welcomed by the farmers, because it protects the winter wheat and augurs well for general crop conditions in 1919.

The winter wheat acreage, now amply protected against the rigors of mid-winter, is the greatest ever planted in the state as a result of a concerted movement for an increased crop. The state crop bureau reported the corn harvest as practically completed before the heavy snowfall and the crop was one of the greatest as well as one of the finest ever harvested in the state. Prevailing high prices make this great corn crop immensely valuable.

The farmers are now in a mood to look forward to 1919 purchases of new farm implements and the dealers are already feeling the effects of the great corn crop, now safely harvested and cribbed, in the interest which their customers are manifesting in goods for spring delivery. The result for the travelers is that they are booking good orders. The farm tractor business promises to be especially great. Travelers report that the dealers, after a season of experimental buying, are now placing quantity orders and that they anticipate a record year for the farm tractor business in Iowa in 1919.

This phase of the business was given especial importance at the dealers convention here this week by means of a great tractor show, held at the Coliseum, which was one of the great attractions of the meeting. The show this year was a record breaker in many respects. In addition to the great showing of tractors there was also a big increase in the exhibits of general farm implements and machinery. Many manufacturers who have not exhibited at the convention show for several years were represented this year with complete exhibits.

### Bad Luck at Anderson Home.

November was a hard luck month for H. H. Anderson, implement dealer at Story City, Ia., even though it was one of good luck for the world at large. His whole family, himself included, was in bed, ill or injured during the month. Mrs. Anderson was confined to her bed as the result of a surgical operation. A little daughter was taken ill. Then the son of the family was badly injured when caught and dragged behind an automobile. Finally and capping the climax Mr. Anderson fell from the top of his barn, and though he escaped with no broken bones he was so badly bruised and sprained that he had to take to his bed to recover. All of the patients at the Anderson home are now convalescing and they expect to have a Merry Christmas with all hands again well and happy.

### Largest Iowa Tractor Order.

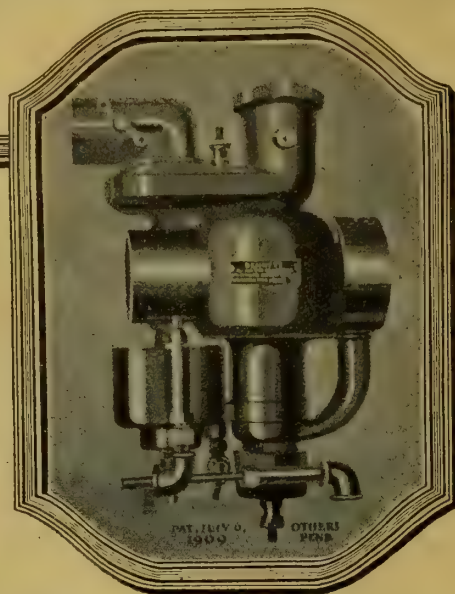
N. O. Busness, Fort Dodge, Ia., implement dealer, has just placed an order for ten farm tractors, all to be delivered in the spring of 1919. This is heralded as one of the biggest orders ever placed for farm tractors by an Iowa dealer. Mr. Busness bought Wallis Cubs of the Junior type and the salesman was W. A. Bickel, Des Moines manager for the J. I. Case Plow Works.

### Still Many Influenza Cases.

The implement store of T. D. Tice at Pella, Ia., has been almost put out of working order as a result of the inroads of influenza. Mr. Tice himself was at first stricken and then Irvin Wallace, his son-in-law and partner, was taken down with the disease. Both are now recovering and the store is being conducted by their loyal assistants.

George J. Ehrhardt, former well known

Maximum  
Efficiency  
from  
Kerosene



# Bennett

## KEROSENE CARBURETOR

THE economy of kerosene is alluring.

But not every tractor that is said to burn kerosene, burns it economically.

Pound for pound, kerosene has as much power as gasoline. The question is: How to get that power?

A gasoline carburetor with a kerosene attachment will not get it. A makeshift will not get it. A special KEROSENE CARBURETOR is necessary. The principles of velocity and compression and heat must be considered.

Through its high velocity which enables it to use a lower temperature, the Bennett

Kerosene Carburetor secures the maximum efficiency ever obtained from kerosene.

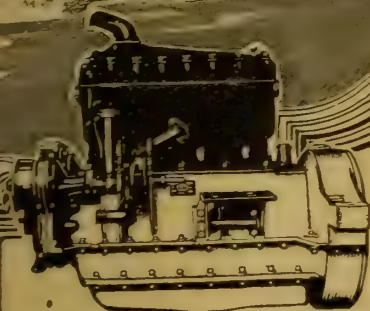
The first requirement of a tractor is power. The second is economy. For seven years the Bennett Kerosene Carburetor has satisfied these requirements in the leading tractors. It is the standard kerosene carburetor.

### Bennett Carburetor Air Cleaner

THE leading tractors will use 40,000 more Bennett Carburetor Air Cleaners in 1918. Why the tremendous demand? Because tractor manufacturers realize that the life of their tractors depends upon keeping dust and dirt out of them. Write for information.

**WILCOX-BENNETT CARBURETOR CO.**  
Specialists in Kerosene Carburetors  
*Minneapolis*





## *Pulling Power or Horse Power?*

Perhaps you've seen a tractor go plowing along all right as long as it could keep up its speed but get stuck fast at every bad place where it had to slow down. It has happened.

The engine in *that* tractor was not a BUDA — it may have had forty horsepower *at high speed*, but it *lacked* what the BUDA has—ability to pull hard *at low speed*.

When an engine has that ability it has torque—the power to turn itself against resistance—to pull to the last turn—something very different from horsepower.

Torque ordinarily is very low at low engine speeds, but the torque of the mighty BUDA TRACTOR ENGINE is almost as great at its lowest as at its best speed.

*FREE—Book telling how to get the best out of any gas engine. WRITE.*

THE BUDA COMPANY, HARVEY (Chicago Suburb), ILLINOIS

# THE BUDA ENGINE

## "HIGH CLASS"



Iowa dealer at Waukegan, Ia., and now president and manager of the Marshall Implement Co., Marshalltown, Ia., is back on the job and busy again after an enforced layoff on account of influenza.

#### SIoux FALLS



## Good Demand for Trucks

### Farmers Are Finding All Modern Machinery a Necessity.

Sioux Falls, S. D., Dec. 6.—A great many corn picking and husking machines have been sold in the corn growing sections of South Dakota during the fall months, the purchasers finding these of great convenience and practically a necessity because of the shortage of help

and the unusual scarcity of expert corn pickers. While most of the corn crop has been gathered and placed in cribs, where it cannot be damaged by winter, much remains to be gathered. Tractor sales have continued during the past few weeks in practically all parts of the state, and there also has been a good demand for trucks. Business in these articles may continue throughout the winter.

### Weather Favorable to Crops.

Rainy weather near the middle of November delayed the work. Recently there has been a return of clear weather, and farmers who are not yet through will rush as fast as possible the work of gathering their corn. Recent rains throughout South Dakota have saturated the soil to a greater degree than for several years at this season, assuring an abundance of moisture in the ground when spring opens. Grass roots especially were greatly benefited by the rains, making it certain that pasturage

will be of the best within a short time after spring opens.

### Plans Go Ahead for Convention.

The action of the officers of the South Dakota Implement Dealers' Association in postponing until Jan. 14, 15, 16 and 17 the twentieth annual convention of the association, is being generally approved by members of the association. It is believed that as a result of the postponement a much larger attendance will be secured. The work of completing the program and making other arrangements for the convention will be taken up this month and pushed to completion well in advance of the convention. One of the features of the convention will be the exhibit of agricultural implements, including trucks and tractors.

### New Case Manager Appointed.

W. R. Wood, formerly with the J. I. Case Threshing Machine Co., Portland, Ore., has been appointed manager of the Sioux Falls branch house of the com-

# Two Kinds of International Tractor Schools will be Held This Winter!

Starting in December, the new schedule provides instruction both for Dealers and Service Men and for Tractor Owners

## The School for Dealers

And Dealers' Service Men

**T**HIS winter, at each of our 90 branch houses, a series of tractor expert training schools will be held, *open only to our dealers and their service men. No others will be admitted.* Each class will provide a full week of intensive expert work. Attendance will be limited to fifteen so that each man can have individual training in the full course.

These classes will be continued until every dealer and every service man on each territory has had an opportunity to secure this instruction.

This is not a lecture course nor a picture show. All who attend will work directly with the tractor every day and do practically all the expert work that they will ever be called upon to perform in the field. There will be no charge for tuition. The total cost will be railroad and hotel expenses. Board will be arranged for in advance, if desired.

As the size of each class is limited, we would like to have your application for enrollment as soon as possible. Write your branch house that you or your service man, or both, want to attend. They will give you the dates of the schools and you can then enroll in the one that is most convenient.

## The School for Owners

And Tractor Prospects

**T**HIS general announcement will advise all International Harvester dealers that we shall again institute schools for tractor owners to be held under the auspices of our tractor dealers. If you handle International Harvester tractors, this advance information will enable you to take the matter up immediately with your tractor owners and prospects.

Through our dealers' efforts last year about 50,000 tractor owners and intending purchasers visited our schools. After that experience we are in position to put on even more successful schools this year. We can assure dealers who wish to hold a tractor school this winter that we are ready right now to do our part. These schools are a big help to tractor operators. After the school the machines get better care and do more work.

Arrange now to give everyone in your territory the advantage of attending one of our tractor schools. These are open to everybody interested in tractors—bankers, business men, publishers, as well as farmers.

As soon as the branch house schedule of schools is entirely filled, this offer will be withdrawn. Write the branch house for complete details.

**International Harvester Company of America**

CHICAGO

(Incorporated)

U S A



pany. He will succeed G. P. Yount, who has been transferred to another post. Mr. Yount was manager of the local branch house of the company for a period of about five years and made an excellent record.

### E. E. Simmons Moves to Fulton.

E. E. Simmons of Alexandria, who is completing his second term as county treasurer of Hanson county, has moved his family to Fulton, near Alexandria, where he has accepted the management of the implement business conducted by the Farmers' Union of that place. His term as county treasurer does not expire until Jan. 1, but M. J. Maney, recently elected county treasurer, is in charge of the office as Mr. Simmons' deputy until Jan. 1, when he will take the oath as county treasurer.

Emil Johnson, a well known implement and vehicle dealer of Canova, is erecting a machine shed to increase his storage capacity for implements and vehicles.

G. Lyons, late of Sioux City, Ia., has decided to open a new harness establishment in Worthing, S. D., and with his family will take up his permanent residence there.

The new building of the Carlberg Co., dealers in implements and vehicles at Sisseton, is completed and now being occupied. The building it is said would be a credit to a town much larger than Sisseton. A new gasoline tank with a 1,000-gallon capacity has been installed in the automobile department, and a new pump with a 5-gallon stroke force.

A larger building has been purchased by J. F. Knowlton, a gasoline engine manufacturer of Canton, S. D., and he has moved his gasoline engine manufacturing plant into it. It is announced that the securing of larger quarters will enable him to branch out in this line more extensively.

## AMONG THE DEALERS

### North Dakota.

Hazelton.—R. J. Batzer of the implement firm, Batzer Bros., died recently.

Cleveland.—The building occupied by Odell & Runner Implement Co. was destroyed by fire recently.

Scranton.—J. C. Jacobsen is successor to W. A. Zimmer and requests catalogs on gasoline engines, cream separators and washing machines.

Alsén.—Bartel Hardware Co., which operates a branch store at Munich, suffered a loss by fire recently. Catalogs

requested on heavy farm implements, gasoline engines, cream separators and washing machines.

Sheldon.—Sheldon Supply Co. added a line of harness to its implement and hardware stock. Catalogs requested.

### Oklahoma.

Canton.—John Seifried purchased Frank Chronister's stock which included heavy farm implements and washing machines.

Oklahoma City.—Reliance Implement Co., 531 West Main Street, has been incorporated with a capital of \$5,000 by W. H. Hollingsworth, E. L. Howard and N. H. Wright.

Marietta.—E. B. Griffith purchased an interest in the Geo. P. Bates & Co. The stock includes heavy farm implements.

Blue Jacket.—Blue Jacket Supply Co. handles heavy farm implements, gasoline engines, cream separators and washing machines and requests catalogs on these lines.

Granite.—S. E. Rogers is manager of the firm, Rogers & Yoakum. Catalogs requested on heavy farm implements, gasoline engines, cream separators and washing machines.

Pawhuska.—D. Ratner purchased A. B. Woods' stock which included gasoline engines, cream separators and washing machines.

Cheyenne.—O. R. Prestride's implement and hardware stock was badly damaged by fire recently.

### Oregon.

Heppner.—Gilliam & Bisbee, whose business has been established since 1887, suffered loss by fire recently. Catalogs requested on implements and hardware.

### South Dakota.

Lake Andes.—John Lister is successor to Lister & Newport. Catalogs requested on heavy farm implements, gasoline engines, cream separators and washing machines.

### Texas.

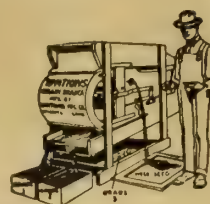
Schwertner.—J. M. Roebuck succeeded W. W. Duncan in the implement and hardware business.

Estelline.—Johnston Hardware Co. suffered damage by fire recently but will resume business and requests catalogs on heavy farm implements, gasoline engines and washing machines.

Snyder.—Blackard Hardware Co. has been incorporated with a capital of \$30,000 by J. K. Blackard, M. C. Robinson and A. N. Epps. Heavy farm implements and washing machines will be included in the stock.

Farmersville.—O. D. Mann & Sons succeeded H. G. Schnelle & Son in the implement, hardware, harness and vehicle business. Catalogs requested on heavy farm implements, gasoline engines, cream separators and washing machines.

Goliad.—Charles Bauch purchased the stock of the Goliad Hardware Co. which included heavy farm implements, cream separators and washing machines.



## Watkins Grain Grader

Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

Large Capacity

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

Watkins Mfg. Co. 242 South Wichita St. WICHITA, KANS.

## Sheet Metal Stampings

### Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding.

Estimates cheerfully furnished on your requirements

The Bossert Corporation  
UTICA, N. Y.

## SIMPLEX Grain Graders

The No. 40 Simplex is \$29.75  
The Handy Farmers Mill <sup>Retail</sup>

Capacity 40 to 60 bu. per hour

Cleans and Grades in one operation, Wheat, Oats, Barley, Rye, Alfalfa, Grasses, Corn, Etc.

Write for Description and

Prices on Complete Line.

SIMPLEX SPREADER  
MFG. COMPANY

Traders Bldg.  
KANSAS CITY, MO.

## Malleable Iron Castings

QUALITY AND SERVICE

JAMES F. WALSH

32 N. Clinton St.

Chicago, Ill.



## PREPARING FOR WINTER

Means many sales of Barn Door Hangers, Latches, Hinges, Hog Troughs, Tank Heaters, etc. Is your stock complete?

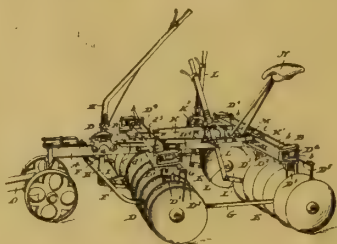
SEND US YOUR MAIL ORDERS

STOWE  
KANSAS CITY

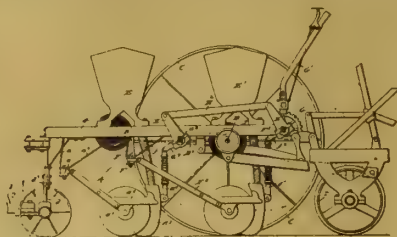


## Implement and Tractor Patents Issued October 15, 1918

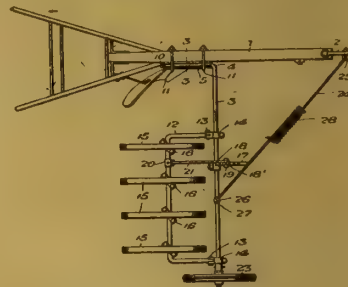
1,281,324. DISK HARROW. WILLIAM FETZER, Springfield, Ill. Filed Dec. 29, 1911. Serial No. 668,530. (Cl. 55—83.)



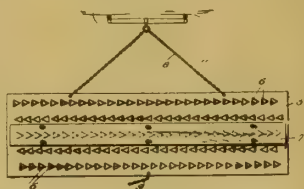
1,281,325. SEED-DRILL. WILLIAM FETZER, Springfield, Ill. Filed Aug. 5, 1913. Serial No. 783,174. (Cl. 111—60.)



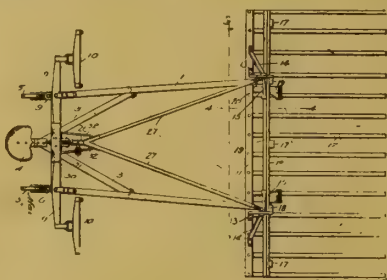
1,281,676. HARROW ATTACHMENT FOR PLOWS. WILLARD E. SHEPARD, Oroville, Wash., assignor of one-half to George V. Shepard, Enumclaw, Wash. Filed Feb. 14, 1918. Serial No. 217,163. (Cl. 97—44.)



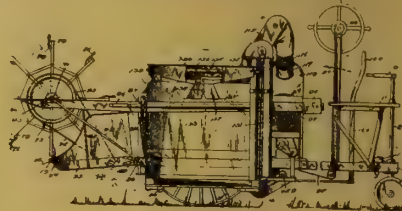
1,281,358. HARROW. LEONARD G. HARDY, Salt Lake City, Utah. Filed Dec. 6, 1917. Serial No. 205,775 (Cl. 55—3.)



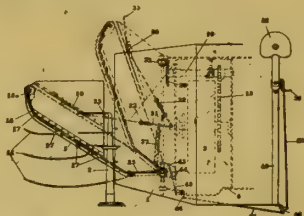
1,281,477. HAY-SWEEP. MADS ANDERSON, Hastings, Nebr. Filed June 8, 1917. Serial No. 173,586. (Cl. 56—137.)



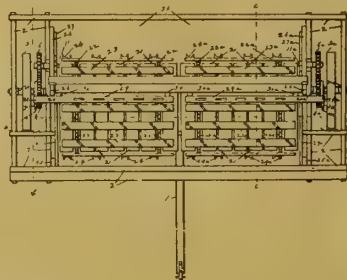
1,281,582. HARVESTING AND THRESHING MACHINE. JOHN D. JONES, Walla Walla, Wash. Continuation in part of application Serial No. 744,021, filed Jan. 24, 1913. Renewed Jan. 28, 1915. Serial No. 4,950. This application filed Jan. 29, 1915, Serial No. 5,132. Renewed Mar. 14, 1918. Serial No. 222,513. (Cl. 56—100.)



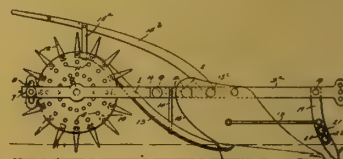
1,281,464. SHEAF-CARRIER. FREDERICK D. WILSON, Moline, Ill., assignor to Deere and Company, Moline, Ill., a Corporation of Illinois. Filed Dec. 5, 1916. Serial No. 135,185. (Cl. 56—37.)



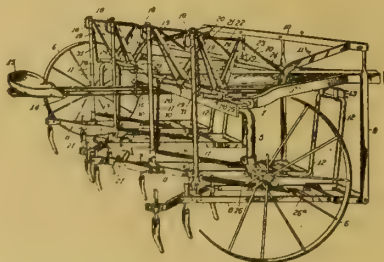
1,281,449. FERTILIZER-SPREADER. GUSTAV WENZEL-MANN, Galesburg, Ill. Filed Apr. 23, 1918. Serial No. 230,276. (Cl. 275—3.)



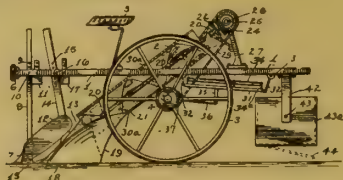
1,281,546. AGRICULTURAL MACHINE. OTTO GERHARD FORCHHEIM, Rosevear, Alberta, Canada. Filed Mar. 8, 1917. Serial No. 153,434. (Cl. 97—88.)



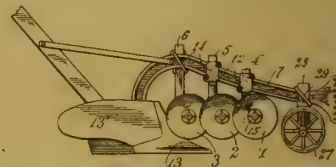
1,281,963. FOOT PRESSURE-DISTRIBUTER FOR TWO-ROW CULTIVATORS. GEORGE D. HOUSTON, Rushville, Ill. Filed Jan. 4, 1918. Serial No. 210,387. (Cl. 97—35.)



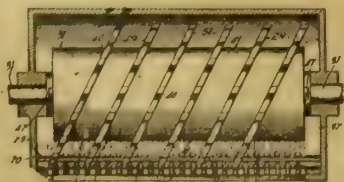
1,281,509. POTATO-DIGGING MACHINE. ALBERT E. BURRUSS, Norfolk, Va. Filed July 3, 1918. Serial No. 243,200. (Cl. 55—58.)



1,281,339. PLOW. STEPHEN H. GARST, Moline, Ill. Filed Dec. 4, 1916. Serial No. 134,790. (Cl. 97—43.)



1,281,598. HAY-CUTTER. WILLIAM HOLLAND LETZ, Crown Point, Ind., assignor to The Letz Manufacturing Company, Crown Point, Ind., a Corporation of Indiana. Filed Jan. 31, 1916. Serial No. 75,213. (Cl. 146—19.)



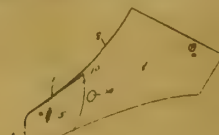
1,281,852. AGRICULTURAL IMPLEMENT. PHILIP SCHMIDT, Jr., Cleveland, Ohio. Filed Dec. 26, 1917. Serial No. 208,772. (Cl. 97—42.)



1,281,357. HITCH FOR TWO-WAY PLOWS. WILLIAM EDMOND LEE HARBOUR, Eaton, Colo. Filed July 31, 1917. Serial No. 183,726. Renewed May 13, 1918. Serial No. 235,387. (Cl. 97—4.)



1,281,283. DETACHABLE PLOW-POINT. PHILIP BRUNELLE, Beldfield, N. D., assignor of one-half to H. E. Haney, Beldfield, N. D. Filed May 18, 1918. Serial No. 235,286. (Cl. 97—22.)





# ANSWERS

## This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

No. 2403 is a 36 cog gear for a horse power made by the Portable Elevator Mfg. Co., Bloomington, Ill., where repairs can be obtained.

## Nos. 11 and 12 for Feed Grinder.

H. E. FOSTER, Ellis, Neb.: No. 11 is a coarse cylinder section and 12 is a coarse burr for a feed grinder made by J. C. Woodcock. Repairs can be supplied by the Dixie Engineering Co., Enid, Okla.

## Repairs for Janney Feed Grinder.

GARRETT MOTOR CO., Summerfield, Kan.: Your order for a casting numbered M30, for the Janney feed grinder, has been forwarded to the Alexander Spreader Co., Columbus, Ind.

## Archibald Iron Hub Wheels.

BROADWAY SHOEING SHOP, El Dorado, Kan.: The Archibald malleable iron hub wheels used for fire engines and hose carts can be obtained from the Archibald Wheel Co., Lawrence, Mass.

## K25 for Disk Plow.

OTTAWA HARDWARE CO., Ottawa, Kan.: K25 is half of the rotary collar on a disk plow made by the La Crosse Plow Co., La Crosse, Wis., where your order has been sent.

## LH17 and LH21 for Lever Harrow.

J. R. LAUGHLIN, Eddy, Texas.: LH17 is a draft hook and LH21 is a plain journal for a lever harrow made by the Peru Plow & Wheel Co., Peru, Ill. Repairs can be supplied by the Martin & Kennedy Co., Kansas City, Mo.

## 4370 for Hay Rake.

KADLEC & VITTERA, Schuyler, Neb.: D370 is an adjusting bracket for a hay rake made by the International Harvester Co., Chicago, Ill. Repairs can be supplied by the International Harvester Co., Omaha, Neb.

## C4 for Feed Grinder.

F. H. GILCREST LUMBER CO., Miller, Neb.: C4 is an outside coarse burr for a triple geared feed mill made by the Stover Mfg. & Engine Co., Freeport, Ill. Repairs can be obtained from the Stover Mfg. & Engine Co., Omaha, Neb.

## Dudgeon Boiler Tube Expander.

LANGDON FEEDER CO., Kansas City, Mo.: The Dudgeon boiler tube expander is made by Richard Dudgeon, New York City, N. Y.

## No. 4552 for Lister.

KADLEC & VITTERA, Schuyler, Neb.: No. 4552 is a bracket for the counter shaft on a lister made by the J. I. Case Plow Works, Racine, Wis. Repairs can be supplied by the J. I. Case Plow Works, Omaha, Neb.

## L5 for Feed Mill.

WM. KROTTER CO., Spencer, Neb.: L5 is a traveling gear for a triple geared grinder made by the Swift Mfg. Co., Waterloo, Ia., where your order has been sent.

## G220 and G292 for Plow.

BEAVER COOPERATIVE CO., Beaver, Ia.: G220 is an evener clevis and G292 is a clevis for a plow made by Deere & Co., Moline, Ill. Your order has been forwarded to the John Deere Plow Co., Des Moines, Ia.

## WHO KNOWS ABOUT THESE?

THE WAKEFIELD IMPLEMENT CO., Wakefield, Kan., asks who makes a small engine that has the number U-42 on the connecting rod.

H. E. FOSTER, Ellis, Neb., inquires the name of the company that make disk or rolling coulters hubs numbered B-706 and what plow has a moldboard number 104.

L. C. FELL, Larrabee, Ia., wants repairs for a grain dump that has parts numbered Y-27 and Y-29.

## New Harvey Bolster Spring

Patented February 1, 1916

Write for description of these wonderful New Bolster Springs. Made like finest auto springs; they ride easy with a light load and raise the box but a few inches. A trial order will convince you of their superiority.

HARVEY SPRING & FORGING CO.  
Manufacturers of Vehicle Springs  
RACINE - Box 46 - WISCONSIN



Showing Spring without Load



Showing Spring with Load



## LEWIS VALVES

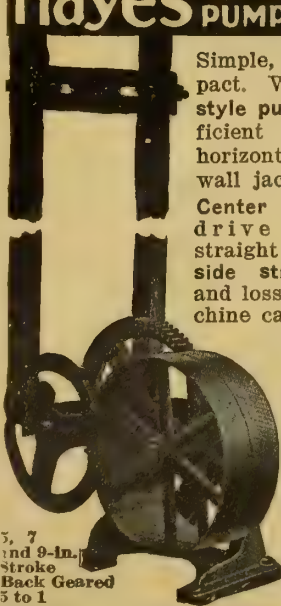
### CAN'T BE BEAT

The Lewis Steel Products Company  
4080 Detroit Ave.  
TOLEDO - - - OHIO

## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—  
There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within safe, easy, quick reach of clerks and stock-keepers—It saves unlimited time and gives your customers better service.  
Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.  
Colored Circular and prices on request.  
**F.E. MYERS & BRO.**  
ASHLAND OHIO.

## Hayes CENTER-DRIVE PUMP JACK No 2



Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.  
Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.  
Hayes Quality at a popular price—competes with the cheapest jack—special features unequalled at any price—the one compelling pump jack value.  
You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.  
**HAYES PUMP & PLANTER CO., Galva, Ill.**

The Genuine Cannon Pump Oil is built of the best of material, including all brass valves, valve seats and valve springs; heavily reinforced body and bottom construction, and with ordinary care will last a life-time. Spout lengths 6 in. to 15 feet. **Two Types: Brass or Tin.** Insist on the Genuine Cannon Oil for Economy, Safety, Convenience, Long Life.

Name Copyrighted. Original Patents Owned. All Rights Reserved. Manufactured Only By

**THE CANNON OILER COMPANY**  
Successor to R. E. BLOOMER,  
Kelthsburg, Ill., U. S. A.  
Mfr's. The Original and Genuine  
"Cannon Oilers."



## BE SURE YOU ARE SELLING THE CANNON OILERS

None genuine without this name stamped on side of can. Do not be deceived by cheap oilers made to resemble the CANNON



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## Too Early for Him.

For the first three mornings the rookie had been late for reveille roll call and the top sergeant was getting tired of bawling him out. On the fourth morning the rookie came out of his tent half dressed and rubbing his eyes.

"Say, you!" bawled the sergeant, "can't you get out here when reveille blows?"

"No, sir," replied the rookie, "it always blows before I get up."—Judge.

## Ebb and Flow.

"What's going on here?" queried the pedestrian of a boy as a wedding party filed out of a church.

"Nothing but the tied going out," replied the youth.—St. Louis Times.

## WE'VE HAD TO DO IT



Give till it hurts.—Life.

"Got change for \$5?"

"Yeah."

"Well, loan me \$4, will you?"—Treat 'em Rough (U. S. A. Tank Corps).

## When Rank Met Rank.

A woman, one of thirty thousand British working for the Y. M. C. A., was assigned to scrubbing the floor of the Eagle Hut in London. She had done little manual work in her life, but accepted the job without protest, and went down on her knees with a pail of hot water, a cloth and a cake of soap. A man in uniform passed. The woman looked up and asked if he would mind emptying the pail and refilling it with clean water.

There was a theatrical pause, then this reply:

"Damn it, madam, I'm an officer!"

This time there was no pause, but like a flash the scrubwoman retorted:

"Damn it, officer, I'm a duchess!"—Continental Edition, London Mail.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—Carriage, implement and blacksmith business in a lively town of 6,000. Railroad center; located on Colorado River. Fine farming country, healthy. Doing a good business. Will sell half interest or the entire business. Good reason for selling. Address all letters to P. O. Box 608, Smithville, Texas. 12-7-tf

**For Sale**—Large stock of hardware, implements and furniture; small town, high school, fine country, no competition. Invoice \$14,000. Must sell on account owner's death. Address M. Carrier Estate, Lone Elm, Kansas. 12-7-2t

**For Sale**—8-3-1/4 in. Peter Schuttler wagon, 10% less than wholesale price, as I am overstocked on them. Address J. J. Staska, Weston, Neb. 12-7-2t

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

## POSITIONS WANTED.

**Wanted**—Position as manager or salesman in retail hardware and implement house. Thorough experience. Can furnish first class references. Prefer Southwest Missouri or Northwest Arkansas. Address "Springfield, Mo." care Implement & Tractor Trade Journal. 12-7-3t

**Wanted**—Position in export department of tractor company, by man 28 years old, with three years' experience selling tractors and implements in Spanish speaking country. Knows English (was educated in U. S.) and ways to deal with Latin-Americans that will increase sales down south. Address A. M. C., care Implement & Tractor Trade Journal, Kansas City, Mo. 12-7-tf

**Position Wanted**—Office Manager desires change. 20 years' experience in Purchasing, Sales and Accounting work. Proven Results. Permanent position with reliable firm. Reason for changing—Address O. M., Implement & Tractor Trade Journal. 11-30-3t

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F.

J. N., care Implement & Tractor Trade Journal. tf

## HELP WANTED.

**Wanted**—First class tractor salesman (none other need apply) with leading implement firm in Omaha. Good territory. Address Box LL, Union Station, Omaha, Neb. 12-7-tf

**Wanted**—Two men for retail hardware help. One able to handle pipe work and guttering. The other for general store work. Write, stating wages expected, age and experience. Address Block-Way Hardware Company, Walters, Okla. 12-7-2t

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Real Salesman Wanted**—Old line Threshing Machine company desires to get in touch with real salesmen. Mighty good opportunity to tie up to a permanent job with possibilities limited only by employee's ability. Give all facts in first letter. Address W. R. S., Implement and Tractor Trade Journal. tf

**Three Experts Wanted Immediately**—Men with high grade mechanical ability in motor mechanic and tractor lines, capable of putting up a good job and in supervising departments training men who may be called into Government service. Such men of leadership and ability who measure up to the standards of war service will be considered for responsible positions drawing good salaries and where their abilities will be in the limelight and quickly recognized. Will appreciate assistance of any manufacturers who can direct such men to apply. State full particulars and experience in first letter. Address "H. G.," Implement & Tractor Trade Journal. tf

## MISCELLANEOUS.

**Extra Money For Live Salesmen**—Wide awake salesmen are wanted to sell a red hot side line product to tractor and implement jobbers and dealers. Will not interfere in any way with present work. No bulky samples to carry. This product, though new, has proved to be an indispensable and staple supply for every farmer or individual who handles machinery. Appeals instantly to the dealer because he can use it to great advantage in keeping his own machinery stock in good order. There's a mighty good profit for the salesman and dealer with unlimited opportunities for repeat orders and growth of a steady volume of business. Absolutely no worry or trouble in handling and selling this side line. After introduction sales will automatically multiply. This is a safe and conservative proposition. For full particulars address C. W. H., care of the Implement & Tractor Trade Journal. tf

**Will Trade For Stock**—One of the large implement jobbers has a 1,200-acre stock ranch 100 miles east of Kansas City on the main line of the Rock Island; about 300 acres in cultivation, the balance pasture; fenced and cross fenced with hog-tight barb wire and woven wire; two full sets of improvements. This is an excellent stock ranch; cheap at \$30,000, clear of encumbrance and they would be willing to trade for a good stock of farm imple-

ments well located in any good farming district either in the Kansas City or Omaha territories. Object would be with the right stock and the right location to locate a retail implement house. The ranch can be divided into two, one of 720 acres and the other of 480 acres, each well improved. Anyone interested address L. E. A., care Implement & Tractor Trade Journal, 1112 Woodman Bldg., Omaha, Neb. 12-7-4t

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. tf

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address, "Confidential," care of Implement & Tractor Trade Journal. tf

**Manufacturer's Agency Wanted**—We wish to represent the following lines: gas and oil engines, tractors, dairy machinery, refrigerating machines, feed-mills, corn shellers, huskers, shredders, pumping outfits, tanks and towers. Also a good salesman and erector on the above lines. Box 514, Selma, Ala. 11-9-3t

**An Opportunity**—A well established heavy hardware and implement business for sale in one of the best cities of the west, surrounded by a large, rich territory in Sunny Colorado. The future of this business is bright and the climate unsurpassed. Ask us for reason for selling. Address The Brinkley-Curd Hardware and Implement Company, 215 West Third Street, Pueblo, Colorado. 11-30-3t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.



South  
Dakota

Western  
Iowa



OMAHA  
AND  
COUNCIL BLUFFS  
SECTION

OMAHA OFFICE

Implement & Tractor  
Trade Journal

1112 Woodmen Building  
A. E. LONG

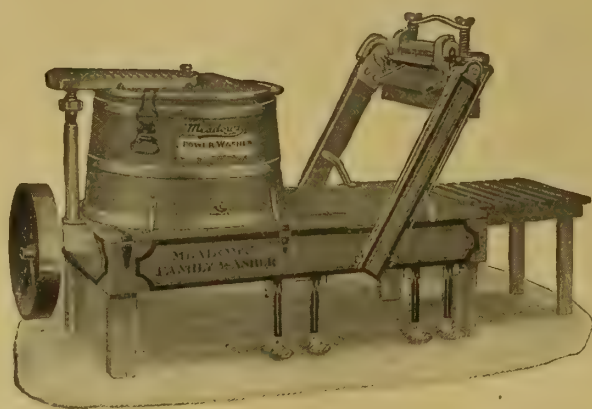
EDITOR AND MANAGER

Wyoming

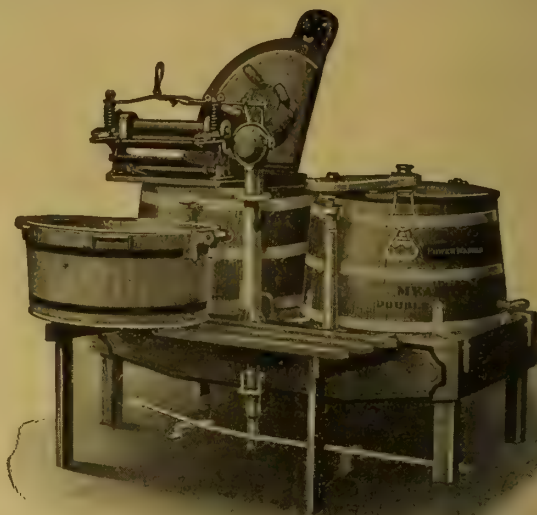
Nebraska

1918





MEADOWS "FAMILY" WASHER  
Showing Belt Pulley for Engine Power



MEADOWS "DOUBLE" WASHER

The foot pedal control on all Meadows Washers is a feature that has kept them popular with dealer and user.

Now is the time to keep power washers before your trade as a most splendid Christmas present suggestion.

## The LITCHFIELD LOW DOWN



Top rail only waist high, with high underclearance; the pole hinges freely on the axle, no neck weight; conveyor endless and self-cleaning; only one lever on the entire machine; solid steel sill with circle or round front; self-oiling main journal bearings; self-aligning beater wheel bearing, no friction or bind; Bull Dog beater wheel with long and short teeth; no choke box, which relieves the load; extremely large axles and other parts of proportionate

### Five-Year Guarantee with Every Machine.

strength; only two gears on the entire spreader; all chain is highest grade of tempered steel, no cast chain; high grade steel beater wheel with automatically inserted teeth; fewer parts and pieces than any other spreader; made in three sizes—60, 80 and 110 bushel. Furnished with broadcast attachment when desired.

Full descriptive catalog sent upon application.

**T. G. NORTHWALL COMPANY**  
OMAHA—SIOUX CITY



SPECIAL OMAHA-COUNCIL BLUFFS SECTION OF  
**IMPLEMENT & TRACTOR TRADE JOURNAL**

Published the First Saturday in the Month

## Good Business Done in Seasonable Lines

**W**ASHING machines are among the lines that are finding a ready sale at this time. Wood saws and feed grinders are finding a good sale, as farmers are more and more seeking to get all the feed value out of the high priced grain by grinding it, and trying to escape the high cost of coal by sawing up more and more of their old timber about the place with power saws.

Stocks of repairs in general are in pretty good demand, and particularly is the demand good now for repairs in the pump and windmill line, as this is the time of year when freezing causes considerable damage to pumps in various parts, and as a long winter still lies ahead, dealers are getting themselves stocked up with this equipment, which they know is sure to be in demand.

Manure spreaders are in fair demand, as farmers want to make use of them during the open months of the winter and early spring, when there is little else to be done.

### Collections Still Slow.

Some of the jobbers report collections still slow, largely, they are inclined to believe, because of the embargo on wheat, which makes it almost impossible for the farmers to turn their wheat into money. Some of the firms here, however, report that they handled 75 percent of their business during the past year on trade acceptances and that it was very satisfactory.

### Death of Two Dealers.

Maurice Colbert, dealer at Danbury, Ia., died of influenza during the past week.

Word has just been received by Omaha jobbers also of the death of R. M. Authier, dealer at Jefferson, S. D. Mr. Authier also died of influenza.

### Dealers Sell Out.

Waidely & Beethe of Elk Creek, Neb., have sold out their implement store and the business is being closed out by the purchaser.

A. L. Daniels, formerly a retail

dealer at Platte Center, Neb., who sold out a few weeks ago, has taken up his residence at Fremont, Neb., and will now travel northeast Nebraska for the J. I. Case Plow Works. He succeeds Don C. Cox of Waterloo, Ia., who has recently resigned his position with the Case people.

### Making Room for Trucks.

Ground has been broken at the Union Stock Yards, South Side, Omaha, for enlarging the space and facilities for the delivery of live stock by trucks. This feature has grown so in the past year that the space and accommodations were no longer adequate. Conclusive evidence of the need was furnished Tuesday of last week when a total of 175 auto trucks delivered live stock to the yards totaling 1,522 hogs, 211 cattle and 103 sheep. The trucks came from various parts of the state and even from Iowa and Kansas.

### Omaha an Aerial Station.

Omaha is to be made a station on a transcontinental air route soon to be established. Commissioner Robert H. Manley of the Omaha Chamber of Commerce has just returned from Washington, where he had a number of conferences with officials regarding the selection of a landing field in Omaha. The ground is to be selected and leased through the Chamber of Commerce.

The postal authorities at Washington assured Mr. Manley that the department would make its own markings for night and day landing on the field as soon as the field is selected and a lease closed. The air mail service between New York and Omaha is to be started some time in March and April, according to information Mr. Manley brought back from the post-office department.

### Installed Twenty Elevators.

Kimball Brothers Co., Council Bluffs, Ia., just completed the installation of 20 elevators in the plant of Armour & Co., St. Paul, Minn. These

were both passenger and freight elevators with freight elevators to the capacity of 12,000 pounds.

### Avery Manager Gets Present.

The sales force and department heads of the B. F. Avery & Sons Plow Co., Omaha, presented Manager C. J. Bullock with a handsome gold watch recently. They avoided all presentation speeches and responses by planting the watch at the very bottom of a stack of incoming mail on his desk during the noon hour.

### Joins E. B. Traveling Force.

G. W. Hagerty, who formerly traveled northeastern Colorado for the Western Rock Island Plow Co., has taken a position as a traveler for the Emerson-Brantingham Implement Co., covering northwestern Nebraska and a part of Wyoming. He succeeds B. J. Rogers in this territory.

### Uses Tractors in Grading Work.

P. C. Anderson of the Anderson Construction Co., Rapid City, S. D., was in Omaha during the past week. Mr. Anderson is using tractors extensively in his grading work cutting down hills around Rapid City and in the edge of the Black Hills.

### E.-B. Repair Room Enlarged.

The repair room of Emerson-Brantingham Implement Co. in Omaha is being increased 50 percent by the installation of new bins in the basement and the occupation of additional basement space.

The Alamo Farm Light Plant has moved its home offices from Omaha to Chicago.

Fred Boisen, manager for the Atlas Tank Co., is recovering from a severe attack of influenza.

J. D. Knapp, dealer at Ansley, Neb., and Mrs. Knapp have been quite ill with influenza recently.

J. H. Imus, vice-president of the Ohio Rake Co., Dayton, O., visited Omaha jobbers during the past week.

C. E. Paris has taken a position



## ACTIVITY THAT COUNTED ON THE AGRICULTURAL BATTLE FRONT



**Drilling in the wheat field cantonments was just as much emphasized this year as in the army cantonments where the American boys were prepared for the European western battle front. This Heider tractor and New Peoria drill proved equal to a machine-gun corps in the front line, and its deeds will not be forgotten with the end of the war.**

traveling for the B. F. Avery & Sons Plow Co., covering the east Iowa territory.

M. P. Coe, salesman for the Emerson-Brantingham Implement Co., traveling out of Hastings, Neb., is the father of a baby boy.

D. E. Geesaman, general assistant for Parlin & Orendorff Plow Co., spent last week on the road in his former territory of central Iowa.

D. Haines, dealer in pumps and windmills at Silver City, Ia., was in Omaha on his way to Indiana, where he went to visit friends and relatives.

M. O. Daxon of the Daxon Implement Co., Neligh, Neb., was in Omaha during the past week and shipped out a carload of implements, including some tractors.

Mrs. C. R. Breaker, wife of C. R. Breaker, who travels western Nebraska for the Emerson-Brantingham Co., died last week at her home in Cheyenne, Wyo., of asthma and heart failure.

S. A. Waldron, general traveler for the Associated Manufacturers' Co., has been off the road for some time with influenza. Mrs. Waldron and baby have also had a touch of the epidemic.

G. L. Hutchins, salesman for the

Challenge Co., was kept pretty closely to his home at North Loup last week, as his three children were sick with influenza. The patients were getting along favorably at last reports.

Elsie DuBoff of the office force of the J. I. Case Plow Works was married last week to Max Granat of Omaha. The couple will make their home in Omaha, and Mrs. Granat will continue her work with the company for a time.

H. L. Jones of Jones & Co., Falls City implement dealers, was in Omaha during the past week and bought several Avery separators for immediate delivery. Separators are in good demand, as many of the dealers are afraid of further increases, particularly because the price of lumber is not fixed.

### More War Stamps to Sell.

The Nebraska War Savings Committee points out that the Government still needs money, and urges that War Savings Stamps be purchased as Christmas gifts.

C. E. Wray, executive secretary for Nebraska, says: "There are more than two million men in France who

will stay there until definite peace conditions are established. This cannot be accomplished over night. Considerable time must elapse before our men will be released and brought home. These men must be supplied with all living essentials as they were during the period of actual warfare. It takes money to do this.

"In years past both in homes and in offices, Christmas gifts have been given in the form of money. What is a better way, in order to supply the necessary funds to our Government for the support of our armies, instead of giving actual cash, to give Thrift Stamps and War Savings Stamps? In doing this two things are accomplished. First, a very acceptable gift is given, which is as good as cash; second, your Government is supplied with funds now needed.

"To make it a more attractive gift many of the department and stationery stores are selling Xmas cards with appropriate designs on them. Small envelopes, in which stamps can be placed, are attached to these cards. The Treasury Department feels confident that this suggestion will meet with the same approval and support, as have its other suggestions in regard to the sale of War Savings Stamps."



# The Farmer Is the Essential Citizen

**T**HIS world war has opened the eyes of the people everywhere to a realization of what after all are the essentials and what the non-essentials of life. One after another things that we have thought essential by the process of elimination have been discarded.

Never in the history of the world have so many people faced the fact that the one indispensable essential to life is food. More people have died of hunger in this world war now raging than have been killed in battle in all the armies that are fighting for victory. These unfortunate civilians had raiment to wear and shelter from the elements but they died because they could get nothing to eat. The spectre of famine stalks through the warring world and is the grim conqueror that will finally win the victory.

Heretofore our farmers have raised more than we needed of every variety of food and besides had great quantities to export. In the past this has blinded us to the paramount importance of the food question. Everything we eat is produced by the farmer and we ought to be reminded three times a day whence comes our sustenance. It is the proud distinction of the agricultural implement manufac-

By Frank L. Haller

President, Lininger Implement Co., Omaha, Neb.



F. L. HALLER

turers and distributors that they more than all other agencies combined have made a hundred heads of grain grow where but one grew before.

Some day when we are able to look upon the achievements of mankind sanely and history is written along the lines of common sense instead of heroics and sentiment the names of those who invented the plow, the seeder, the harvester, the threshing machine and the whole long line of labor-saving, production-increasing farm machinery will outshine the names of warriors, poets, artists, musicians and

the whole line of those whose achievements are the ornaments of civilization but not the essentials.

Now especially during the world war the business of the agricultural implement dealer should become his vocation in life, leaving patrioteering to the scurvy politician and profiteering to the conscienceless dealer in un-essentials. Instead of indulging in loud-mouthed protestations of patriotism, which are too often in inverse ratio to accomplishment, let us show our patriotism by acts of friendly cooperation with the farmer. Let us help him in a tactful way without assuming to have superior knowledge to more careful selection of seeds, counseling with him as to how he can get the utmost out of labor-saving farm machinery so that the production of every acre of land in the United States shall be increased to an extent never before realized. By so doing we shall have not only an abundance with which to feed our own people but out of the surplus, without stinting home consumption, will keep the hungry nations of the world from starvation.

Never before have we had such an opportunity and I predict that when

*(Continued on page 14)*

## SEARCHING FOR LIQUID WEALTH IN THE OKLAHOMA OIL FIELDS



The big heavy oil rigging of Edward Saunders, a contractor of Bartlesville, Okla., is hauled down into the Oklahoma oil fields behind an Avery tractor. Several wide wheeled trailers hold the burden of the load and the power of the tractor keeps it from miring.



# Nebraska Manufacturers Meet Soon

The annual convention of the Nebraska Manufacturers' will be held at the Hotel Rome, Omaha, Dec. 13 and 14. Secretary F. I. Ringer of Lincoln announces that the program will be devoted exclusively to reconstruction problems and will be of a nature to interest all business men, whether they are manufacturers or not. He is urging commercial bodies all over the state to send delegates.

Frank I. Ringer, commissioner of the Nebraska Manufacturers' Association, has issued the following letter to the members regarding peace and the present situation:

"Now that it is here, is your business prepared for the inevitable reaction and readjustment?"

R. D. Hatton, vice-president and general manager, Laclede-Christy, St. Louis, manufacturers of high grade refractory materials, in a recent letter to their trade, points out with such exceptional clearness some of the readjustment problems, that I am passing it along:

"The country is about to start with a rush on the gigantic problem of reconstruction. The business that is prepared will ride ahead on the prosperity wave. The business that is not ready will fall by the wayside—and in falling, will help drag others with it. Every day's delay in switching from a war to a peace basis will have a demoralizing effect. So it's a national as well as an individual duty for you to put every possible bit of energy into the work of readjustment.

"What are some of the things to do?"

"First of all—get the right mental attitude. The Saturday Evening Post recently said: 'What business conditions are after the war will depend first of all upon the state of our minds. If we keep our courage, our punch, our common sense, try hard to harmonize our differences and pull together, we shall have good times. Otherwise we shall have bad times.'

"Secondly, switch your business to peace production. It should not be hard to find something that will keep your whole organization busy. Reconstruction and deferred improvements will create tremendous demands for material and labor. Plans that would have looked too big for 1913 will now look small. Foreign trade alone presents enormous possibilities."

Mr. Hatton further suggests that credits be watched with double care; that the trade acceptance method of financing which promotes all business in a healthy constructive way, should be considered; that aggressive sales and advertising campaigns should be commenced; that our volume of manufacture has increased from twenty-five to fifty billion; that we must continue to sell this extra twenty-five billion in face of competition that will be mighty keen; that we should buy wisely; that the transportation problem will not be immediately ended and history has taught that war fixes a permanent business level higher than the preceding normal level.

Readjustment is considered by your officers and directors to be a most important topic for discussion at the coming annual meeting of this association, to be held in Omaha, Friday and Saturday, Dec. 13 and 14.

Both the state association and the Omaha association are sending delegates to a meeting of war service committees, Atlantic City, N. J., Dec. 4, 5 and 6, called by the United States Chamber of Commerce, and our meeting has been set for late in the following week so that the delegates may have time to return and make full report to you.

Full details of the program and arrangements will be made later. It may be said, however, that we are after one of the biggest men in the country to lead the discussion on readjustment.

Very truly yours,

FRANK I. RINGER,  
Commissioner.

## Products Show for Lincoln.

At a meeting of the committee in charge of organized agriculture of the Nebraska State Board of Agriculture at Lincoln, it was decided to hold the apple, potato, flower, corn, and dairy shows as in the past, but not to hold them in the city auditorium as formerly.

The apple, flower, and potato shows will be held in the Commercial Club Building at Eleventh and P Streets, Lincoln, as will also the meetings of these associations.

The corn show will be held in the plant industry building at the State Agricultural Farm and the Dairy Show will be held in the dairy building at the State Agricultural Farm, business meetings of these two organizations will be held in the same building with the exhibits. The meetings pertaining to horses, sheep, swine and beef cattle will be held in the Live Stock Judging Pavilion at the State Farm and each organization just mentioned is making strenuous efforts to arrange the best program ever presented.

All the above meetings have a tendency to attract the attention of the men folks only, but there will be plenty for the wives as well for the home economics department is planning on demonstrations in Agricultural Hall and these demonstrations will be educational as well as entertaining.

The annual meeting of the State Board of Agriculture will be held on Tuesday and Wednesday of that week in conjunction with the County Fair Association. The annual banquet being held on Tuesday night of that week at the dining room of the Commercial Club. Premium lists for the apple, potato and flower show may be

obtained from the secretaries of these associations, or from C. W. Pugsley, secretary Organized Agriculture, 1400 P Street, Lincoln.

## Is the Tractor the Cause?

The influence of the tractor is believed by farmers and implement men to be the cause of the relative decline in the price of horses throughout the country. The University of Nebraska has collected figures which show that the average price of a farm horse in the United States, all ages included, declined from \$145 in 1910 to \$131 in 1916. In 1917 the average price went up to \$132, but in 1918 the fall was resumed and the average price became \$128. In 1910 the price of a farm horse averaged about 240 percent higher than the price of a cow; now a horse averages only 50 percent higher.

According to reports received by the United States Department of Agriculture, the situation in the horse-breeding industry reveals the fact that there are many nondescript and plug horses glutting the markets. The real good animals are still commanding satisfactory prices, but the misfits are being sold for considerably less than the cost of production.

## Strong Business Program.

When the Nebraska Bankers' Association convenes in Omaha, Dec. 4 and 5, farm mortgage bankers of Nebraska and trust companies will meet in conjunction with it. Prominent figures in the financial world will be present to address the Association and take part in the important present-day topics which will be discussed. Geo. M. Reynolds, president of the Continental & Commercial National Bank of Chicago will speak on the "Passing Procession of Events"; Hon. J. Adam Bede, ex-congressman of Minnesota will have for his subject "Side Lights on Civilization." Richard S. Hawes, St. Louis, vice-president American Bankers' Association will also address the convention. To supplement the strong business program, an interesting entertainment program is being arranged.

## Nebraska Farm Congress Near.

Methods of financing the farmer and readjustment after the war are some of the problems that will be discussed by the speakers at the annual meeting of the Nebraska Farmers' Congress in Omaha at the Hotel Castle, Dec. 17-19.



# A Message With a Meaning

BREAD COSTS \$8 A POUND IN PETROGRAD.

Food riots rage in Germany.

Austria, with the rest of Europe, looks to America for food. Half a world stretches its hands in our direction, begging us to produce more, and yet more, to ward off a world famine. To sustain and build up a shattered hemisphere, American farmers must redouble their efforts and produce still more in 1919.

Machinery, and more machinery, will be required to accomplish this.

The dealer who will win is the dealer who will continue to conduct his business normally.

He who hesitates to take on stock now is sure to miss a volume of sales in the spring.

The man who stocks up as usual for the spring trade will clean up and make a good profit, while his competitor, hugging the shore, afraid to take on even what his customers are sure to clamor for, will not only lose these profits, but will lose his customers for future business.

Do not try the "hand-to-mouth" policy.

ORDER NOW and escape the period of congested traffic and uncertain delivery in the spring.

**OUR SUCCESS IS NOT DUE TO THE PROFITS WE MAKE, BUT TO THE SERVICE WE GIVE.**

Your farmer customers want this service continued.

If we continue to give this service, we must have your full co-operation.



## Oliver Chilled Plow Works

Plowmakers for the World



Omaha, Neb.

Sidney, Neb.

Pocatello, Idaho

Sioux Falls, S. D.





AT A DEMONSTRATION AT DAVID CITY A FIVE-YEAR-OLD BOY WAS THE TRACTOR OPERATOR

### Five-Year-Old Runs a Tractor.

When Kopac Brothers, David City, Neb., recently gave a tractor demonstration on a large field near Osceola, Neb., one of the features of the demonstration was the operation of a big tractor and three bottoms by a farmer boy five years old. The little lad shown in the picture ran the tractor and plows the whole length of the big field, and the tractor stuck to the furrow perfectly. The tractor used was an E-B 12-20 with plow hoist and three-bottom plow. Emil Kopac was on hand to take the steering wheel at the end of the field and make the turns, while the little fellow did the rest.

### Two Points of View.

The point of view of the German authorities and that of the American officials is forcefully contrasted by Federal Food Administrator Wattles for Nebraska, who has brought together two statements on the food situation, one from General Von Kries of the German army, and one from Herbert Hoover, Federal Food Administrator.

Here they are:

"Starvation must serve our purpose. So we set it to work for Germany. By starvation we can accomplish in two or three years in East Poland more than we have in West Poland, which is East Prussia, in the last hun-

dred years. With that in view we propose to turn this force to our advantage."—General Von Kries, German army, 1915.

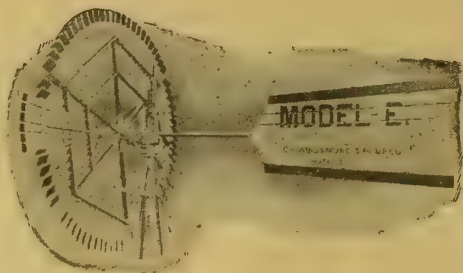
"In addition to the supplying of those to whom we are already pledged, we now have the splendid opportunity and obligation of meeting the needs of those millions of people in the hitherto occupied territories who are facing actual starvation. The people of Belgium, northern France, Serbia, Rumania, Montenegro, Poland, Russia and Armenia rely upon America for immediate aid.

"The American people, in this most critical period of their history, have the opportunity to demonstrate not only their ability to assist in establishing peace on earth, but also their consecration, by self-denial, to the cause of suffering humanity."—Herbert Hoover, 1918.

The Million Dollar Factory Fund of Louisville, Ky., has appointed a special committee, composed of representatives of a number of large manufacturing concerns, to negotiate with manufacturers of tools, dies, wood and metal patterns, with the view of establishing a tool and pattern plant in the Louisville industrial district.

## "U. S." Wind Mills—Wood or Steel

### As Your Customer Prefers



We show here the  
two most popular  
Wind Mills on the  
market.



The "Model E" is a Solid Wheel direct stroke with Wood Bushings, made to give satisfaction to the user, with attention given to all details that help make it near perfection.

The "Model B" is a Back Geared Steel Mill, that also has Wood Bushings, and with the one piece "Step Gear," the biggest feature and greatest improvement ever made on a Steel Mill. It is used on no other.

Let us have your inquiries and orders for Pumps, Cylinders, Pipe, Tanks, Points and anything in the way of well goods and water supplies.

**U. S. Wind Engine & Pump Co.**  
Batavia, Ill.

**United States Supply Co.**  
Omaha, Neb.

**U. S. Water & Steam Supply Co.**  
Kansas City, Mo.



**RESOLUTION:**

*"We urge the manufacturers of binder twine to keep up their efforts to make a binder twine that will prove more nearly insect proof."*

*The Mid-West Implement Dealers' Association, Omaha, 1918*



# INSECT PROOF

## *Testimony of Farmers and Dealers:*

For years we have had an ambition to produce an "Insect Proof" Binder Twine. Knowing that insects will "eat the edge off a razor" when hungry, we have made no claims. Yet for several years past we have had no complaints. Scores of letters from farmers and dealers testify that the H & A Star Brand has been immune while other brands of twine in adjoining fields have been cut.

We do not claim that our twine will not be attacked, but it is our experience that the H & A Star Brand has proved less palatable to insects than some other twines.

For several years we have been compelled to withdraw from the market owing to excessive demands for our twine. Dealers who have not placed their orders for next season should do so before we are again compelled to withdraw.

## THE HOOVEN & ALLISON COMPANY

OMAHA, NEBRASKA  
NORTH KANSAS CITY, MISSOURI

XENIA, OHIO  
MINNEAPOLIS, MINNESOTA



### Sharples Users Win Prizes.

The Sharples Separator Co., West Chester, Pa., is congratulating itself on the fact that many of the prize winners of the different milk, butter and cheese classes at the recent Na-

tional Dairy Show at Columbus, O., were users of Sharples machines.

The Athens State Hospital of Athens, O., won the gold medal in the dairy butter class, scoring 94.5. This dairy uses a No. 20 Sharples separator.

The first prize winning exhibitor of cheese was John Lengacher of Dundee, O., whose Swiss cheese entry scored 96. Mr. Lengacher has been a user of the Sharples whey separator in his factory for some time.



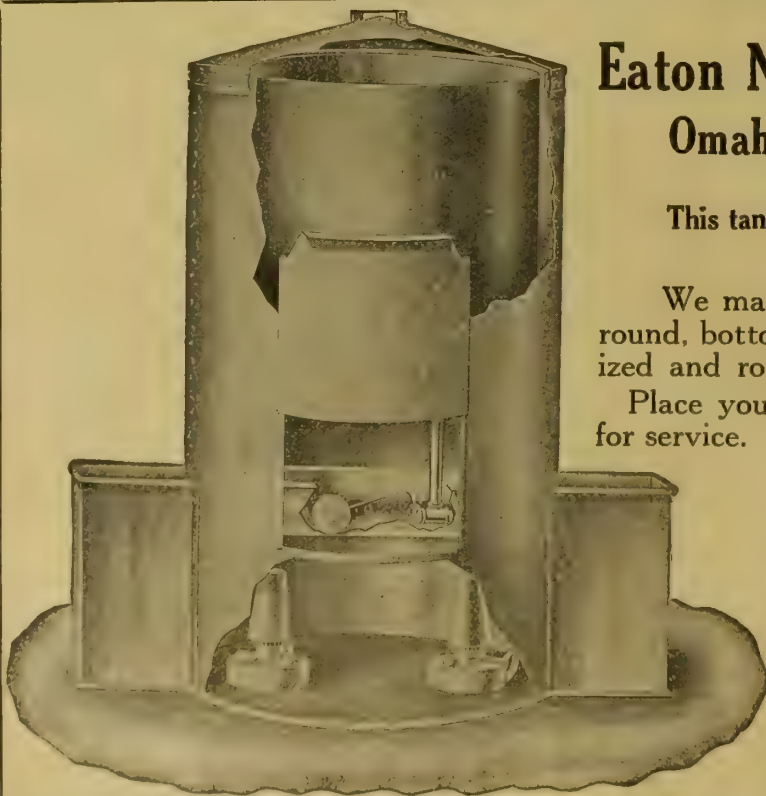
ONE OF THE LARGE EXHIBITS OF DAIRY EQUIPMENT AT THE BIG COLUMBUS EVENT

## Eaton Non-Freezing Hog Waterer Omaha Tank Heater—Can't Float

This tank heater is galvanized and has welded seams which makes it Leak Proof.

We make a full line of all kinds of stock tanks, round, bottomless, sectionized and round-end tanks.

Place your order with us for service.



**NEIO**  
PRODUCTS  
TRADE MARK

The up-to-date hog growers daily compliment this article. Serviceable in all seasons. We make them in 30, 55 and 100-gallon capacity.

Manufactured by  
**Nebraska & Iowa Steel Tank Co.**  
1301 Willis Ave. Omaha, Neb.

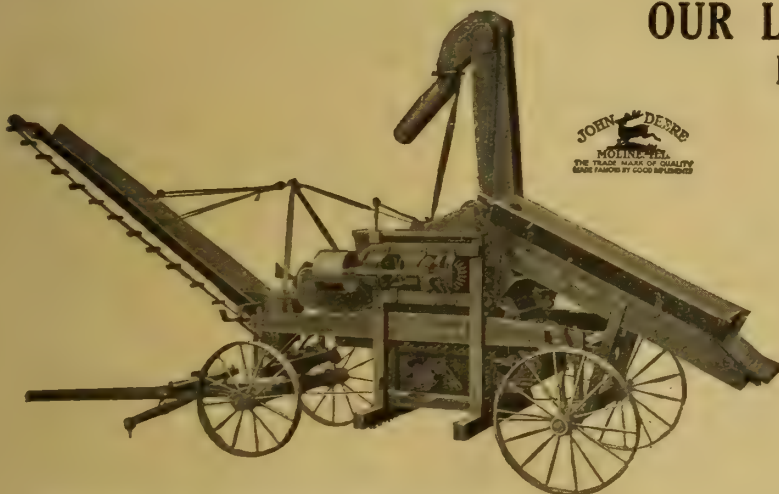




# JOHN DEERE - MARSEILLES CORN SHELLERS

THE CORN SHELLING SEASON IS HERE  
RIGHT NOW IS THE TIME TO GET SHELLER BUSINESS

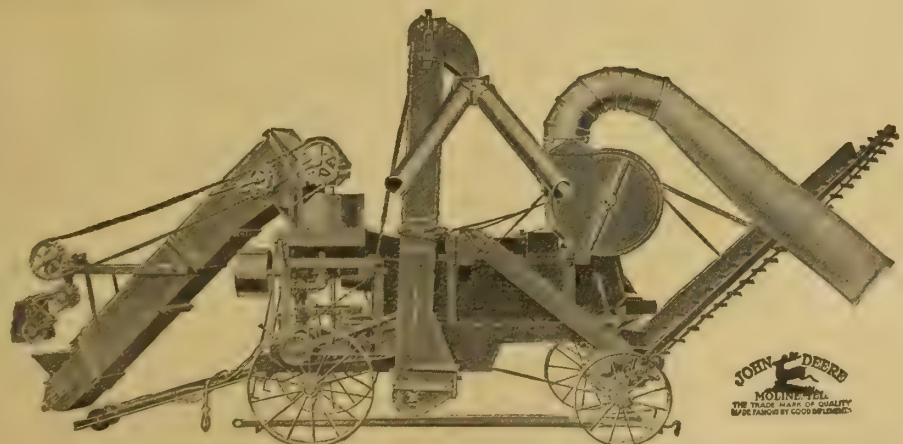
OUR LINE OF CORN SHELLERS  
MEET EVERY DEMAND



MARSEILLES MOUNTED BELT SPRING SHELLER

Built in a John Deere Factory and have the John Deere Quality throughout.

Marseilles Shellers have an established reputation and are recognized as leaders.



MARSEILLES DUSTLESS CYLINDER SHELLER

## JOHN DEERE PLOW COMPANY

OMAHA - SIOUX FALLS







MUCH ATTENTION WAS ATTRACTED AT THE NATIONAL DAIRY SHOW

### De Laval Had Large Exhibit.

Among the large and attractive exhibits of dairy and farm equipment at the recent National Dairy Show at Columbus, O., was that of the De Laval Separator Co. It extended almost half way across two sides of the horticultural building at the State Fair grounds, with a rich background of green silk velours, carpeted floor and overhead concealed lighting effect.

The De Laval company exhibited a full line of De Laval farm, dairy and

factory cream separators, milk clarifiers, whey separators and emulsors. In addition to the machines exhibited in the regular De Laval space, there was an interesting working exhibit of De Laval emulsors in the space occupied by the Merrell-Soule Co., Syracuse, N. Y. An attractive feature of the De Laval exhibit was a mechanically illuminated picture apparatus which showed pictures of the detailed construction of various De Laval machines, interspersed with farm and dairy scenes and plant interiors.

### Would Make Gas Masks.

The Fisher Mfg. Co. of Lincoln, Neb., manufacturing a "sub casing" designed to lengthen the life of an automobile tire, has branched out into new lines, and is now rebuilding tires where the tread has worn down to the fabric. Wilbur D. Sunderland, president, shortly before the war began negotiations with the Government for a contract to manufacture gas masks. He said it would require only slight changes in equipment in his plant to set the factory at work turning out masks.

### Chickens in the Back Yard.

Does it pay to keep chickens in town?

The College of Agriculture of the University of Nebraska has given out the following figures regarding activities in this line of one Nebraska back yard flock:

Twelve standard bred hens of a bred-to-lay strain:

Total eggs laid from June 20, 1917, to June 20, 1918, 2,106.

Value at market price same day eggs were laid, \$71.90.

Feed cost, \$23.44.

Net profit, \$48.46.

This flock averaged 175 eggs per bird for the year.



## THE CONDITION OF YOUR GEARS

AFTER THE SEASON'S RUN DEPENDS WHOLLY UPON THE LUBRICATION

## ROSE TRUCK AND TRACTOR GREASE GUNS

MAKE IT POSSIBLE TO LUBRICATE THE DIFFICULT PARTS WITH LESS TIME—LESS WASTE OF GREASE

MANUFACTURED AND GUARANTEED BY

**J. H. HANEY COMPANY, Hastings, Neb.**





**F**ARMERS, generations back, learned to seek out **our** dealers when they wanted the best in farm machine equipment, backed by prompt, complete, willing service in times of need.

Farmers today seek out International dealers, not only to buy machines backed by this service **but also to buy mechanical power to operate those machines.**

They will not be denied this new power, **but they are not going to buy their farm machines in one store and their tractor in another.** They realize that it is a combination of farm machine, hitch and tractor which makes a working unit. Sensible farmers know that to select this unit from three different sources would so hopelessly complicate the service and repair situation that they could not possibly get efficient help when they needed it.

They well know that to buy a tractor or machine without assurance of adequate and permanent service is to jump into a sea of disappointment, delay, trouble and financial loss, and this no farmer will knowingly do.

Instead, you find them buying the International line of farm machines and tractors, which, in point of numbers in use, popularity, effective repair distribution, efficient service and strategic location of branch house service, is admittedly far in the lead. These advantages place International dealers in a position where they can successfully withstand the hardest knocks of competition.

Habit, a half century old, will still send farmers to the same store where they learned from experience that the best farm machines could be purchased. Don't compel your good customers to go somewhere else for an essential part of their farm equipment. Sell the full International Harvester line.

**International Harvester Company of America**

(Incorporated)

**CHICAGO**

**U S A**



### Urge Need of Tight Fences.

One Iowa railroad paid out \$20,000 in the fiscal year just closed for stock killed on the right of way and at crossings, and a number of claims are still pending. Food Administrator Deems is urging greater care in the upkeep of fences along the 30 or more railroads with trackage in Iowa.

The Food Administration takes the view that this is a totally useless sacrifice of good food, because the stock can only get on rights of way through defective fences, and can only be killed at crossings when allowed to graze on roadways without herding. The railroad companies claim that their fences are kept up and stock killed on rights of way get there across cattle guards after escaping from farmers' inclosures. But the result and cause are the same: Bad fences—dead cattle.

### Rate of Food Cost Rise.

That the retail price of food in the United States increased three percent between April 15 and May 15 of this year, and that there has been an increase of 63 per cent in the last five years, is shown in a report of the Bureau of Labor Statistics.

Between May 15, 1917, and May 15, 1918, the increase was five percent. Seven of the 25 articles re-

corded showed a decline in price. They were potatoes, which declined 64 per cent; onions, 35 percent; flour, 24 percent; sugar, nine percent; beans, seven percent; cheese, one percent, and coffee, less than one percent.

Ten articles showed an increase of 20 percent or more. Plate boiling beef increased 32 percent; corn meal, 30 percent; hens, 29 percent; milk, 26 percent, and pork chops, 20 percent. In the five-year period it was shown every article had increased 38 percent or more, and three articles had increased 100 per cent or more.

### THE FARMER IS THE "ESSENTIAL" CITIZEN

*(Continued from page 5)*

weighed in the balance the implement fraternity will not be found wanting. May we not hope that hereafter the prosaic, unromantic but most essential work that the farmer does shall be accorded at least a fair measure of appreciation from those whose very existence depends upon him? Let us always remember that the farmer is the corner stone upon which is erected the ornamental superstructure of our civilization. Let us do our part to

broaden and strengthen that foundation so that our nation may be builded upon enduring rock.

### Waning Horsepower in France.

After the present harvest is gathered, French farms are to be almost stripped of horses suitable for military purposes. The requisitioning of horses has already caused farmers a great deal of hardship, and although this measure is necessary to supply the army it is being done with the greatest consideration possible.

Farmers possessing only one horse are not to be deprived of their animals. Requisitioning committees have been instructed also to take only a certain proportion of the animals of others, and most of the horses selected are not to be removed from farms until after the crops are gathered.

The rapidly decreasing animal power of France will demand still greater human efforts of the war-weary populations, and especially of the women and crippled men who are now operating most of the farms.

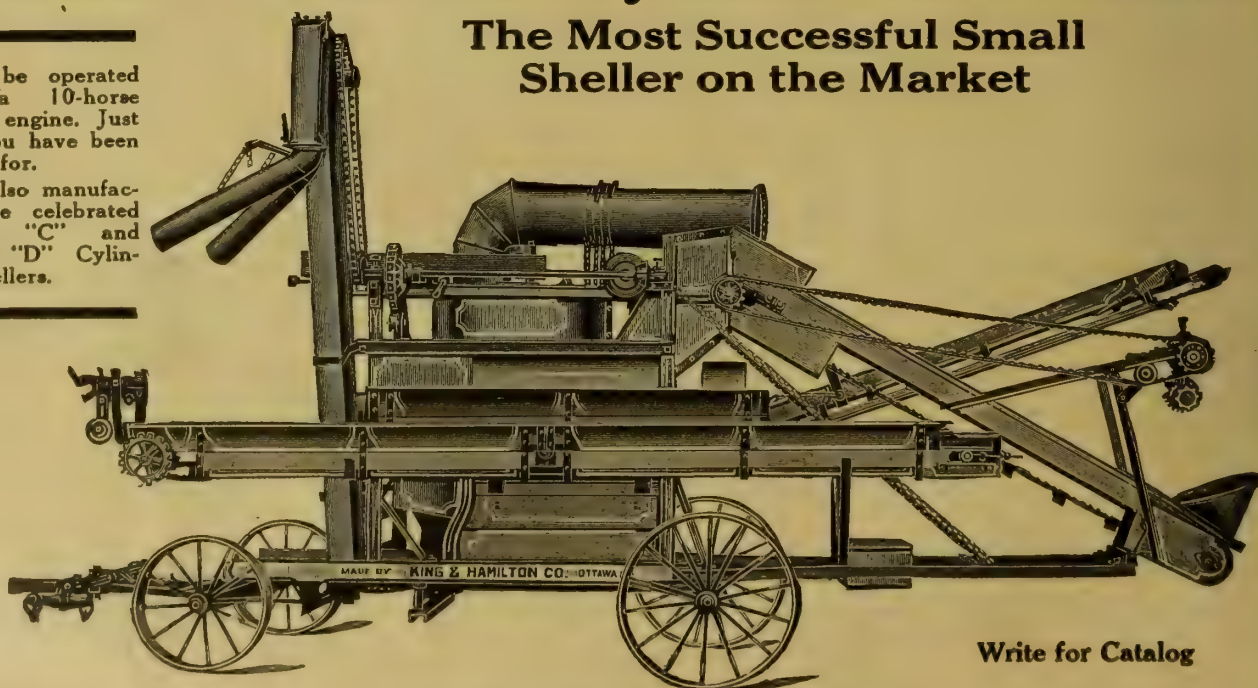
The Automobile Sales Co., Memphis, Tenn., has contracted to distribute Cleveland tractors.

## Ottawa "F" All Steel Cylinder Corn Sheller

**The Most Successful Small Sheller on the Market**

Can be operated with a 10-horse gasoline engine. Just what you have been looking for.

We also manufacture the celebrated Ottawa "C" and Ottawa "D" Cylinder Shellers.



Write for Catalog

**KING & HAMILTON COMPANY** Ottawa, Illinois

Branch Houses: Council Bluffs, Iowa; Sioux Falls, South Dakota



**Introducing  
THE  
DREADNAUGHT  
EQUALIZER**

A scientific Evener Set from which can be quickly and easily set up—

ONE-4 HORSE HITCH  
ONE-5 HORSE HITCH  
TWO-4 HORSE HITCHES  
ONE-3 HORSE HITCH

**Five Perfect Evener Sets in One. Costs No More Than One.**

Ask your jobber about this new exclusive Equalizer.

If he is unable to supply you—write to us, giving his name.

**Omaha Hardwood Lumber**

The Dreadnaught Line **Company** **OMAHA** Good Wood Goods

# MONARCH

*The Quality Line of High Grade Lubricating Oils and Greases for every purpose*

## Monamobile Auto Oils

"A GRADE FOR EVERY CAR"

### TRACTOR OILS

Motor "B"  
Monalene

These Brands of Tractor Oils fill all Requirements for Heavy Duty Lubricants.

Toledo, Ohio **MONARCH MFG. CO.** Council Bluffs Iowa

**Commercial  
Copper Plating  
and  
Nickel Plating**

**MYLES STANDISH  
MFG. CO.**

Omaha, Nebraska

## THE HAWKEYE TRIPLE-GEAR FEED GRINDER

THE WORLD'S  
BEST

**E. Children's  
Sons Mfg. Co.**

Council Bluffs, Ia.



Ask Your Jobber, or

**Atlas Tank Mfg. Co.**

1104 W. O. W. Bldg. Omaha, Neb.

## SEEDS

WE BUY AND SELL

TIMOTHY, CLOVER,

ALFALFA, GRASS SEED

Send Samples For Bids or  
Send Bids For Samples

**OUREN SEED CO.**

Council Bluffs, Ia.

U.S. Geographical Center of "Quality"

**Omaha Printing Co.**  
The Office Supply House  
Omaha, Nebraska

The Western Pulverizer, Packer and Mulcher is what the farmers want

Made in sizes from 30-inch up to 21-foot, in one or three sections, for horses or tractor use. For further information and prices, write to Western Land Roller Co., Box 14, Hastings, Neb.



1918 Cooperative Catalog now being mailed free with a year's subscription to the Implement & Tractor Trade Journal. Best and only complete tractor book published. Implement & Tractor Trade Journal Co., Woodman Building, Omaha.

**LE TZ**  
GRINDERS  
AND  
CUTTERS  
Sunderland  
Machinery & Supply Co.  
"The Supply People"  
OMAHA

## OVERLAND Packer and Mulcher



Write for Complete Description  
**WALKER MFG. CO.**  
217 S. 13th St. Omaha, Neb.

## Garden Hose



13 GRADES  
4 SIZES



ALSO  
"EVERYTHING FOR HOSE BUT THE WATER"

## Your Daughter or Son

Can Keep Your Books  
Accurately During

## SPARE TIME

After a Course in

## The Dworak School of Accounting

Second Floor Wead. Bldg.

Write For Particulars

OMAHA, NEB.



**E. A. DWORAK, C.P.A.**  
President  
Director of Instruction

## CONGRESS TIRES



Combine High-  
ness in Quality  
with Lowness in  
Price

Let Us Prove It

We carry Largest  
Jobbing Stock of  
Tires in the West

**Linger Implement Co.**  
Omaha



### Implement Club Meets.

The Omaha & Council Bluffs Implement and Vehicle Club held its regular December meeting at the Hotel Loyal at Omaha Monday night, Dec. 2. Present conditions in the trade and possible effects of the armistice were discussed, and the consensus of the opinion was that things are favorable and the signs right for an exceptionally good year in the implement business. Not a jobber present expressed the remotest belief that prices might decline, and some even expressed the belief that further advances may be looked for, in view of the great demand that is sure to follow for material and machinery in Europe, and the increased demand that will come at home to produce greater crops to feed starving Europe.

One of the jobbers mentioned the fact that an increase in the price of washing machines for one thing had been made by the factory during the week, and that he had already sent this new and higher price list out to his traveling men on the road.

Another jobber said during the week he had placed an exceptionally large

order for tillage tools, and that he did this with every confidence in the condition of business, and in the immediate future of the implement business.

A report was made on the activities of the club in entertaining the dealers at the recent convention of the Midwest Implement Dealers' Association, and the club gave a vote of thanks to G. M. Durkee, F. V. Roy, and Hugh McManus, the members of the entertainment committee for the able way in which they handled the arrangements for the big smoker which was given for the dealers in November.

A resolution of condolence and sympathy for C. E. Hamren, manager for the Nebraska Moline Plow Co., was included in the minutes on account of the recent death of Mr. Hamren's daughter, Adele.

### Roads Association Formed.

Twenty-five counties in all parts of Nebraska sent delegates to Omaha on Nov. 26, when the Nebraska Good Roads Association was formed. The following officers were elected: George Wolz, Fremont, president; O. G. Smith, Kearney, vice-president; C.

H. Roper, Lincoln, secretary; S. E. Smythe, Omaha, treasurer. Directors from the six congressional districts were elected as follows: H. R. Howe, Auburn; W. B. Cheek, Omaha; Frank H. Beels, Norfolk; C. H. Henthorn, Aurora; Fred Theile, Hastings, and W. D. Fisher, Alliance.

Perhaps one of the most progressive movements that ever struck Nebraska was originated at this time. More than 85 delegates were present and the counties they represented were from all corners of the state. The object of the association is to crystallize sentiment throughout the state for hard roads. W. B. Cheek, president of the Omaha Automobile Club points out that Kansas is already ahead of Nebraska in the good roads movement, and that Nebraska must come to it fast.

### William McAdam Dies.

William McAdam, for five years manager for the United States Rubber Co. at Omaha, died in his apartments at the Blackstone Hotel in Omaha Sunday morning, Dec. 1. Influenza followed by pneumonia was the cause.


Mr. McAdam was born in Detroit, Oct. 20, 1875, and moved to Omaha from Chicago five years ago. He is survived by his wife. The body was taken to Chicago for interment.

### Now to Make Tractors.

The Omaha Structural Steel Co., now that its big war contracts are less important and some cancelled, will set to work very shortly to produce the 1,000 tractors for the Square Turn Tractor Co. of Norfolk, Neb.

Just before the war conditions called for large quantities of steel and called for the maximum activity of the Omaha Structural Steel Co., the Square Turn Tractor Co. gave the steel concern a contract to produce 1,000 tractors. During the entire past year it has been impossible for a single one of these tractors to be produced under this contract, though the Square Turn factory at Norfolk produced some. Now, however, the company contemplates operating its factory at Norfolk and getting production also in Omaha under the contract. This, it is thought, will insure the production required and long awaited by the company.


The Hale Kerosene Carburetor Co., Independence, Mo., will equip a plant for the manufacture of kerosene carburetors. The company was organized by E. J. Killen, Omaha, Neb., and J. A. Abbott, Kansas City, Mo.

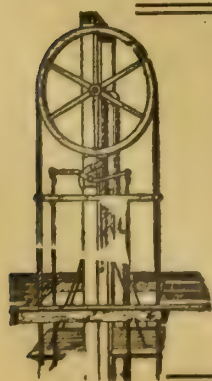


### An Age of Specialization

In all lines of manufacturing, production is far behind demand, particularly in the farm tractor industry where every effort is being made to increase our food supply. Tractor builders are standardizing their product—are taking advantage of specialized tractor units, built outside and supplied to them complete ready for assembly. More and more they are calling upon us for Foote I-X-L Quality Gears and particularly for the complete Foote I-X-L Transmissions. Realizing this trend of affairs we mobilized facilities for quick production and today are supplying a large majority of tractor builders with gears and transmissions. We welcome other tractor manufacturers who can use our specialized resources.

**Foote Brothers Gear & Machine Co., Chicago, Ill.**





## KIMBALL ELEVATORS

PASSENGER AND FREIGHT

Belt, Electric or Hand Power

Especially for implement houses and garages.

Also automatic gates and dumb waiters.

**KIMBALL BROS. CO.**

1200 9th St., Council Bluffs, Ia.

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G. S. Montgomery, 604 Broadway St., Kansas City, Mo.  
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Wm. Waterous, Salt Lake City, Utah.



Published Weekly  
Implement Trade Journal Co.

Kansas City U. S. A.

Carl W. Hertel, President  
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# Implement & Tractor Trade Journal

Established 1886

Omaha  
112 Woodmen Building  
A. E. Long, Mgr.

Minneapolis  
333 Palace Building  
R. R. Ring, Mgr.

New York  
205 Postal Telegraph Building  
Frank M. Dampman, Mgr.

OMAHA

KANSAS CITY

MINNEAPOLIS

## He Sells a Lighting Plant

By Martin Platt

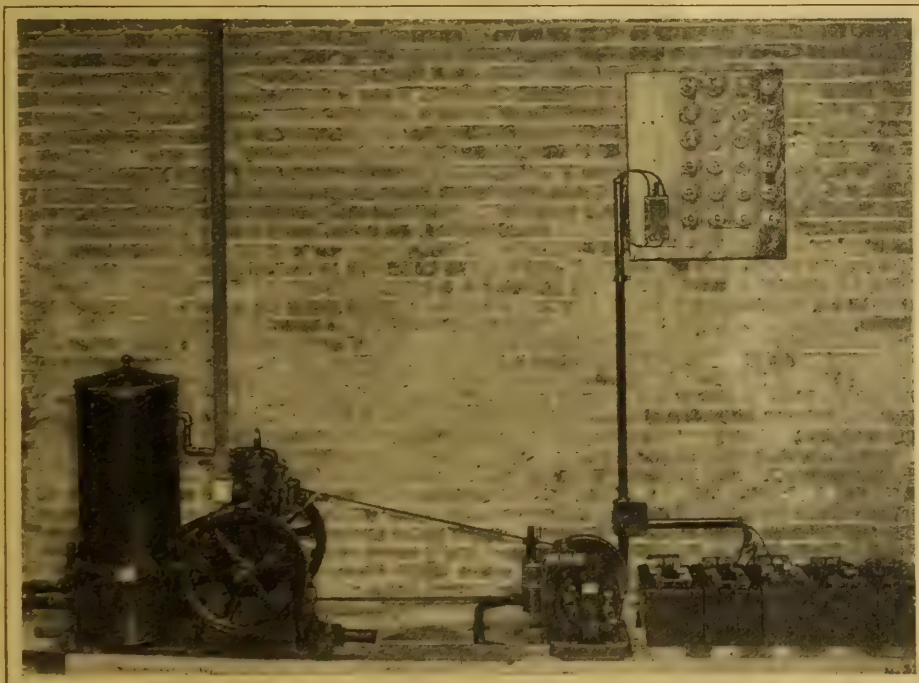
WHEN I think that we are going to have a dull day around the store, or there is probability of and off season just ahead, then I prepare to get out and sell a house lighting plant, a stationary engine or a washing machine." That was the answer of a dealer to the direct question, "What do you do on a dull day?"

The dealer's statement was made many months ago before there was any intimation of a curtailment of materials to manufacturers. Shortly after the announcement was made that the supply of iron and steel to tractor manufacturers would be curtailed and it was evident that it would really affect production a tractor distributor for the Central West started to look around for an additional line for his travelers in the slack season.

The man that was distributing tractors had just about the same outlook as the motor car distributor and doubtless there were a number looking around for something that would sell pretty quick and fast to the trade with which they were acquainted. At any rate this particular distributor decided that a good individual lighting plant system had a good future.

He added the line. Two months later he was asked, "Well, what are you going to give your travelers beside that lighting plant line to keep

them busy this winter!" With evident satisfaction and a tone of finality in his voice he replied, "Not a thing else." He apparently was satisfied with the returns from the house light-



IT'S GOING TO BE THE NEXT "BEST SELLER" FOR THE IMPLEMENT DEALER

ing plant line and did not even want a line of power driven washers, irons, or a line of cream separators.

It is not to be doubted either that the dealer and the distributor has been feeling the pinch on the number of plants that he has been able to secure. They were somewhat affected by the curtailment of the supplies to the manufacturers of the plants.

Then, too, although it is not commonly known, the Government has required thousands of lighting plants from the manufacturers. Through the cantonments of this country and

in the barracks abroad, wherever the men are at ease in the mess halls, the quarters, the army huts and stores it was a common sight to see one of the men walk to the back of the room and start the lighting plant that furnished a flood of electric light for their greatest convenience. The requirements of

the Government were heavy.

It is a strong endorsement, too, that the Government used the small plants in the cantonments, when it would have been possible to install a large plant that would have satisfied the requirements of the entire camp. It is impossible to determine at the present time whether it was because of economy or to assure light in some places should the supply fail in others.

The ruling of the War Industries

Board for the time being prevents entirely the manufacture of certain electric specialties. The cost of material for others probably will limit their production for some time.

In all probability lighting plants will be among the earliest of the electrical lines to show quick recovery. Many manufacturers of electrical apparatus and of gasoline engines have been making hundreds of isolated plants for illumination and light power with the army.

It is to be anticipated that the Government requirements in this respect



may be reduced at an early date and that the supply will be plentiful. This is probable particularly in view of the fact that many concerns not heretofore building this equipment have developed special designs for Government service.

Just what the War Industries Board may do toward releasing steel for the motor industry has not yet been determined in detail. Chairman Baruch says that the coming of peace will not result in immediate cancellation of contracts, but that these will be cancelled gradually, as requirements are reduced, making it possible to lift curtailments and restriction upon ordinary industrial activities.

All war contracts carry cancellation clauses. It is to be expected that this board will allocate the raw materials so made available for use in supplying civilian and export demands, which through the curtailment have been held in check during the war. It must be borne in mind that there will be a heavy flow of materials thus released to supply the demands for the great reconstructional work required by the European countries, which would cut down the otherwise available commercial supplies.

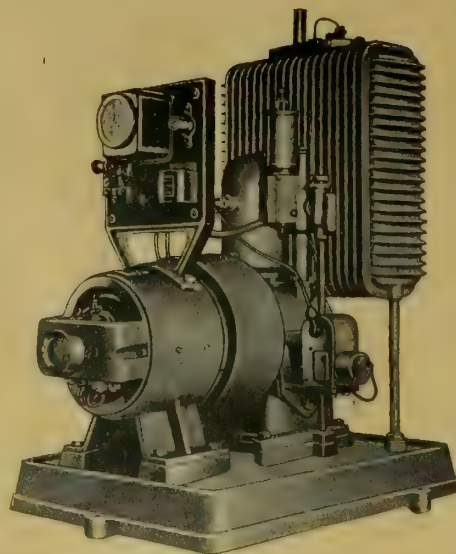
The manufacturers of lighting plants are just about ready for the big demand that apparently is waiting to be supplied. Practically every plant that is known to the trade has recently undergone improvements that make them that much more desirable in the farm home.

An electrically equipped farm has wonderful advantages over all others. All who work and live on the farms share in the comfort electric power and light bring. Electric power today is a farm necessity, a convenience the farmer owes to himself and to his family. It is essential and the plants manufactured today are dependable, safe and economical.

Fuel saving devices, special engine cooling features and easy and quiet running motors are some of the features that are pointed out in the machines of today. Lubrication methods have been greatly improved. Many of the unit lighting plants are being constructed. The machines are built in a strong and compact way, requiring very little space or attention.

It is now possible for the farmer to take a look at the fuel reservoir and the cooling apparatus, push a button, and have a steady and sufficient supply of electrical current to supply all of his needs. He can go to any room of his home and have the convenience of a city apartment. Wires can be strung to the barns and other buildings of the farm.

The plants will furnish power to



THE UNIT LIGHTING PLANT IS POPULAR

operate an electric washing machine, iron, milker or separator and do away with the drudgery that has only been associated with the farm, perhaps in many cases, because the gospel of the individual electric power plant has not been sent where it is most needed and most likely to receive the proper consideration. It is time that the business was receiving just a little more impetus from the dealers and from the distributors.

"Man works from sun to sun; woman's work is never done," runs the old adage. But woman's work on the farm now can be done, and done in brief time. The lighting plant will do the family washing and ironing, churn the butter, run vacuum sweeper, sewing machine, cream separator. An electric fan makes kitchen work enjoyable. Electric lights relieve the strain of early morning and after-supper work.

The housewife wants this convenience. She deserves it. It will enable her to do her work quicker and give her more time and energy for other things she wants to do—things that will make the home a more enjoyable place in which to live, and more attractive.

These labor-saving devices she has always wanted are now at her disposal, and can be installed and operated at a very small cost. These improvements are needed now on every farm.

The farm lighting plant will help keep the children and hired help on the farm. The wearying chores are robbed of their drudgery by electricity. The conveniences of the city home and the enjoyment of bright lights make the farm home attractive to all. The lighting plant puts real interest into farm life, for it is the one improvement that is of benefit to every per-

son on the farm, and is sure to be appreciated by everyone.

### No Room for the Tractors.

The French farmer has suffered, in his inability to get sufficient supplies of fertilizers, which are used here on the continent to an extent wholly unknown in America, but this stint, appearing only in reduced yields, is not now apparent in the post harvest days, writes George Hamilton Combs from Paris in the *Kansas City Star*. A great deal has been written about the possible revolution of French agricultural methods through the introduction of American machinery. Much of this writing is wholly without any practical value, for the very size of the farmer's holdings to go no further negatives the possibility of such wholesale change. It's all very well to talk about American tractors increasing the yields, but when you look at these absurdly small fields walled round by hedge fences you realize that they have hardly room for a "steam mule" to turn round. And the price of the tractor puts it wholly beyond the reach of the farmer who owns only five or twenty acres. In limited sections of France there are large land holdings and the fields are of generous size, but these constitute the exceptions rather than the rule. All in all, until a complete revolution has been wrought and the small holdings shall give place to the large farms, which is as undesirable as it is improbable, American methods of farming will make little progress in France.

### Tractors Gain in East.

Farm tractors in Pennsylvania have come into almost universal use during this year, when there was an increase of over 122 percent in the sales throughout the state, bringing the total estimated number of tractors in use this fall to 2,439.

These figures are from reports just received from crop correspondents and assessors throughout the state by the Bureau of Statistics of the Pennsylvania Department of Agriculture, and show the rapid increase in the use of tractors.

One year ago it was estimated that there were 1,080 tractors in use, but during the year the farmers realized that there were a number of makes of standard tractors that were adaptable and dependable for Pennsylvania agriculture conditions and the farmers have not been slow in adopting the power form of farming. Much of the success in getting the largest acreage ever sown to wheat this fall was due to the assistance of the tractor.





## NOT EVEN STANDING ROOM FOR PESSIMISTS

At the Reconstruction Conference in Atlantic City, Attended by More Than Three Thousand Big American Business Men, All Agreed That the Greatest Industrial Era of Our National History Lies Just Ahead

WHEN one of the captains of industry who was presiding over a group meeting at the reconstruction conference at Atlantic City, N. J., last week, opened the meeting with the words, "There is not even standing room for pessimists in American business today," he summed up the sentiment of the whole convention. Those words proved the keynote of the big gathering, the national conference of war service committees of the Chamber of Commerce and the War Industries Board of the United States, which opened at Atlantic City Dec. 5.

Fear of any kind of a slump in business following the war was the farthest thing from the thoughts of the more than 3,500 big business men, representing all lines and from all parts of the country, that gathered for this reconstruction conference.

All opinions were agreed that America faced the greatest industrial era in her history, an era of steadily expanding foreign trade and of continued vast production and prosperous conditions at home. A smooth and rapid transference from war to peace activities, and the throwing of labor into countless new and enlarged industries as soon as its war tasks are closed, were foreseen. The needs of Europe and the continuation of the strong demand for all America's raw products were emphasized.

Speeches by Harry A. Wheeler, Chicago, president of the United States Chamber of Commerce; Charles Schwab, director of the Emergency Fleet Corporation; William C. Redfield, secretary of the United States Chamber of Commerce, and other leading figures in America's business world, outlined the general attitude.

Group meetings of men in all lines of industry were held, at which plans for expansion at home and reconstruction abroad were discussed. Coopera-

tion and understanding between the manufacturers and labor, steady addition to the United States merchant marine, and generosity to Europe in the matter of materials and manufactured products to aid her in the task of reconstruction, were some of the needs emphasized.

The attitude of the conference on America's business future was perhaps best summed up by the Reconstruction Conference Daily as follows:

"The country counts on the intelligent self-interest of American manu-

facturers, the inventive resourcefulness of the country's engineers and production experts, and the intelligent determination of American labor to supply American goods in American vessels to the markets of the world. These will enable the country as a whole to enjoy the fruits of well-directed toil and the American employer and employe to be the best remunerated citizens of the world. This object is to be attained by the intelligent and active determination of all concerned to see that nothing interferes."

## Nobody Can Be a Successful Bear on U.S.A.

### A Letter to the Dealers.

WHITNEY GOIT, vice-president of the Admiral Hay Press Co., Kansas City, has sent the following letter to the trade:

I received a letter yesterday from H. Walton Heegstra of Chicago from which I quote: "I have been tramping around since the war closed talking with manufacturers and some dealers and the general impression seems to exist that prices are going to smash all at once, which of course isn't true."

This letter following a talk with the head of one of the largest implement and farm machinery factories in the United States coupled with my own experience and that of other manufacturers caused me considerable thought. I don't know whether you have felt that way or not but if you have I believe you're wrong and I'll try to show you why.

Let me say first of all that there is no reason to look for any radical changes in business procedure for another year and maybe two. There is no prospect of price revision downward but on the contrary a revision upward is more likely. Overhead is at least twenty percent greater than a year ago. All items entering into overhead have increased in cost. This is no unsupported statement, the support comes from your own books. Look at your salary account. The reasons for this are manifold. Labor costs principally.

In our own experience our labor has nearly doubled over the beginning of 1918. Steel and iron prices have re-

mained stationary, but deliveries have been uncertain forcing most manufacturers to pay a premium at times to get the goods in time. Moreover the steel producers, I understand, are clamoring for a higher fixed price basing their contention on higher labor costs. Other articles on which prices have not been fixed have advanced consistently. Many manufacturers have absorbed these increases figuring that increased volumes of business would offset such increased costs.

So, as I see it, there is no reason to look for radical price changes but rather a slight increase in present prices effective for at least a year. A Wall Street frequenter used to tell a story about a character there who often handed out advice. He said he asked him once if he would bet on it. The answer was "No, but I'll give you my word of honor." He valued his bank account more than his reputation.

Well I'm not only giving you my word but I'm betting on it, too, because I have invested considerably more already along the above lines than is necessary for most retailers. I have to figure farther ahead than you do. So after some study on the situation my suggestion, which bear in mind I'm betting on, is to place your orders the same as ever. You're not going to get caught with a lot of high priced goods on your hands on a falling market because the market isn't going to fall for at least a year or maybe two.

Go ahead with business, "You can't be a bear on America without going

(Continued on page 28)



# Iowa Dealers Plan for Year of Prosperity

Implement Men in Convention at Des Moines Prophesy an Era of Steady Prices and Expanding Business—Tractor Show a Success—Old Officers Are Reelected.

Iowa implement dealers are not "pointing with alarm" as far as business conditions are concerned. At their convention held here last week they adopted resolutions of extraordinary interest and importance which included, under the heading of "Business," the following:

"There are no signs of early reductions or radical changes in prices or policies affecting our business. The year before us will be one of prosperity and profit, if we would make it so. Therefore we would encourage early purchases for immediate shipment and believe that in spite of some uncertainty in business conditions today, the future has in store for us a period of wonderful prosperity."

The resolutions were drawn up and presented to the convention by E. P. Armknecht of Donnellson, former secretary of the state association for many years; C. R. Peters of Winterset, vice-president of the association, and E. W. Schnurr.

At the close of the convention, which had witnessed the attendance of 800 farmers and 200 dealers at the various sessions of the convention and at the tractor show held in connection, the dealers chose Des Moines for their next annual meeting in December, 1919, and re-elected all of their old officers with the exception of W. E. McDonald of Algona, Ia., who retired as a director and whose successor is H. L. Bruitt of Laurens, Ia. The other officers elected are: O. J. McHugh, Cresco, Ia., president; C. R. Peters, Winterset, Ia., vice-president; E. P. Armknecht, Donnellson, Ia., treasurer; T. F. Wherry, Hampton, Ia., secretary. Directors: J. B. Gabeline, Burlington, Ia.; N. P. Olson, West Branch, Ia.; J. F. Buckman, Nora Springs, Ia.; W. M. Black of Scranton, Ia., and Matt Conway of Creston, Ia.

Treasurer Armknecht has been one of the official family of the Iowa dealers' association for fifteen years and Secretary Wherry has held that office for four years. President McHugh and Vice-President Peters are each entering upon their second year of service. Mr. Armknecht will represent the Iowa dealers at the western association convention, which will be held at Kansas City in January, 1919, and Mr. Wherry will represent his association at the annual meeting of the

Minnesota dealers beginning at Minneapolis on Jan. 8, 1919.

## Convention Not Hurt By Epidemic.

Serious epidemic conditions were general over the state during convention week, but they failed to mar the success of the convention or of the tractor show which was staged at the same time. The attendance of dealers was less than usual but of respectable proportions, with 200 memberships actually registered.

The attendance of farmers was great, with 800 of them present, most being attracted by the tractor show. The show also attracted many automobile dealers to the city and many exhibitors expressed the desire that distinctive badges be given the automobile and implement dealers so that confusion might be avoided.

But for its seriousness the influenza conditions in Des Moines would have been laughable. The Des Moines board of health kept the convention delegates guessing as to whether it would be a case of with or without masks at the convention sessions. Every edition of the local papers would give a new order. However, things finally turned out all right for the dealers and they were able to conduct their sessions unmasked.

The convention opened Dec. 2 with the annual address of President O. J. McHugh of Cresco, who gave an eloquent review of the year just closed with words of sound wisdom and advice for the year ahead. After reports of the secretary and treasurer had been received and filed, the con-

vention had the especial pleasure of hearing an address on "The Implement Dealer and the Farmer," by Henry C. Wallace of Wallace's Farmer.

J. B. Gabeline of Burlington led the tractor discussion on the second day of the convention. The result of this discussion, which was long and animated, is summarized in the resolutions which the convention adopted. After the tractor discussion came an address on "The Road to Happiness," by Curtis M. Johnson of Rush City, Minn.

## Show Proved Big Attraction.

Forty-three varieties of farm tractors were exhibited at the tractor show which was the big drawing card of the convention for farmers, and incidentally for automobile dealers. It was estimated that the tractors on display would plow 500 acres of ground in a single day and if used by one owner would cultivate for the entire season a farm approximately equal to the tillable area of an average Iowa county.

The ladies' auxiliary had extended an invitation to the convention to the wives of all dealers, manufacturers and salesmen. This branch of the convention is generally well attended, but fewer wives attended this year because of the influenza epidemic. The members of the committee in charge of entertainment for the visiting wives were Mrs. E. P. Armknecht of Donnellson, Mrs. Charles Madsen of Northwood, and Mrs. J. H. Hager of Waukon.

## The Dealer's Part in Reconstruction

By President O. J. McHugh

It is our national and community duty for each of us to perform our small part in the reconstruction of a world shattered by the convulsions of the greatest war of history. We were not prepared for the issues of that war, it came upon us as unexpectedly as a bolt from the blue, and peace has descended upon us as suddenly. The problems therefore rising out of this unpreparedness for peace are as great in their way as those that confronted us as a result of our unpreparedness for war.

Among the problems we must solve is the gradual readjustment to the ways of peace, of millions of soldiers abroad and at home, and the other millions employed in military industries. The commerce and business of this country has suffered a violent dislocation, affecting

even the humblest of industrial and commercial enterprises, and as business men it is our work to readjust the dislocated functions of our vast and complicated commercial system.

## The World's First Need—Food.

The world not only needs machinery and implements of various sorts, for first and foremost the world needs food. There is just one way of increasing the world's supply of food, and that is by the bringing under cultivation lands now lying fallow and the more intensive cultivation of lands already under cultivation.

Machinery with its hundred hands and tireless energy must supplement the limited strength of man in the development and expansion of the marvelous agricultural possibilities of our great



country. In the past those possibilities have been neglected, as we have not farmed our land—we have mined it. With a reckless prodigality, we have squandered the rich fertility of our broad acres. Farms that could have supported a score in comfort and in affluence by the exercise of intelligent industry, have often given but a scant and bare living to one.

Our duty and our interests are clear—we should educate our people to the employment of the best methods of intensive farming and to the use of the highest class of labor saving farm implements. We must interest people generally in the advantages of rural life for themselves and for the country at large.

To accomplish this purpose, individual and unorganized effort will not suffice. The movement back to the farm, in which our individual interest, our national interest, and the interests of humanity at large are involved, requires a systematic organized propaganda. Our efforts should persist until we have evolved some sort of efficient organiza-

tion for the successful accomplishment of this movement back to the land.

### The Value of Organization.

It is the duty of every red-blooded American to do his bit and it surely is the duty of every implement dealer to see that his business is put back on a normal basis at the earliest possible moment; it is his duty to develop a spirit of optimism that will make for an expansion of his business, which should mean a more profitable business. The best foundation upon which to establish these hoped for results, is to secure a membership in an organization which will promote and safeguard your individual interests as implement dealers. It may not give you a noticeable prestige with the manufacturers from whom you purchase the commodities you distribute, it may not give you any with your farmer customers, but it will give you a prestige with yourself, a knowledge that you are a member of an organized body of merchants who are endeavoring to establish and maintain your line of endeavor on a plane of stability, recognition and remuneration.

success by some dealers in Iowa, yet taking the state as a whole, it would be considered a success. The time for giving proper publicity was entirely too limited for real effective work, and was so considered by some of the officials of this association when the time was arranged, but now that the time has been set for the National Farm Equipment Repair Week for 1919 on the second week in March, we can have no excuse to offer for failure of success.

### War Service Committee.

The placing of the implement industry under Government control put a responsibility upon the officials of this association of much greater importance than ever before. The last year has been one of turmoil and strife, but the inclement conditions have commenced to wane. One cloud with a silver lining was the appointment of a committee by the National Federation last October, to be known as the War Service Committee. This committee will have recognition by the Food Administration and by the Implement Administration of the United States Department of Agriculture, and we are assured that this committee will be consulted before any important action is taken affecting our interests.

### Affiliation With Manufacturers.

To give some idea of the growth of cooperation between the manufacturer and dealer, the secretary of the Manufacturers' Association has recently written a special letter to the chairman of the executive board and the president of their association requesting that a committee be appointed to confer with a like committee from the Federation of Implement Dealers as often through the year as necessary.

### "What's in a Name?"

My judgment in this particular matter may not be agreeable to many of you, but what I say I cannot do otherwise than have the good of this association in mind. I hold that doing those things which will stimulate an interest in the tractor game and at the same time connect it up with the trade to which it rightfully belongs, is an asset to our organization, and with this idea in view recommend that you consider at this time the changing of our association name to Iowa Implement & Tractor Dealers' Association. Why should the Iowa implement dealer in the day of the airplane be tied to a name that dates back twenty-three years to the ox cart and the saddle horse? It is as important to keep the machinery of our organization modern as the machinery we sell.

### The Tractor Trade.

The very day that I made up my mind to commence on this report to punish you for the time in reading, I sent out a form letter to 40 Iowa dealers asking a few questions about the tractor game and its influence on the trade. A goodly number of replies were received and the chorus of these replies were very gratifying to this new branch of our business.

It might be worth saying at this time that the elimination of the automobile business and the encouragement given the tractor industry by the Government resulted in many dealers of automobiles going into the tractor and tractor-drawn implement trade. Our fear of the auto-

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## The Report of Secretary T. F. Wherry

During the past year while in conversation with the editor of a very popular magazine, I was told by him that the history of trade associations throughout the country shows that these organizations have been successful and attained their purposes just to the extent that they have followed a consistent course of employing a competent secretary and giving him a free hand in the carrying out of such policies as favored by the members. Whether this be true or not, it was an awakening to me, and I am quite interested in being able to give you a favorable report of the association activities during the past year. I will not offend your intelligence by entering into a detailed report of well established departments of the association work, such as local clubs, freight auditing, employment bureau, legislative bureau, etc., that are a proven success, but will confine my report to a few of the new departments and to general activities, with a few recommendations for your careful thought.

### Membership.

Our membership has grown rapidly during 1918, showing an increase of 81 members over last year. Our membership at the present time shows an increase of 31 percent over the membership of the association at the time I accepted the office of secretary. Of the 110 members who have paid their dues in advance for 1919, 68 of this number never before belonged to the association.

### Financial Condition.

I point with some degree of pride to the financial condition of our association. At my last annual report a balance of \$1,176.78 was shown in the treasury. Since that time I have sent your treasurer \$5,112.26, making a total of \$6,289.04. Orders issued on the treasurer during the year have amounted to \$4,788.44, leaving a balance in the treasury at this time of \$1,500.60.

### Insurance Department.

About two years ago, after very care-

ful investigation by the Board of Directors of this Association, arrangements were made to affiliate with the Minnesota Implement Mutual Insurance Co., for the purpose of protecting our members in dependable fire insurance at cost. Necessary arrangements were completed in complying with the Iowa laws, and the state insurance commissioner issued a license to your secretary to conduct the business in this state, with headquarters at Hampton, Ia. We have had unusual success and have placed over \$3,000,000 in insurance for members of this association, which means a saving of thousands of dollars. It is difficult to express by figures in a report of this character the remarkable growth of the Minnesota Implement Mutual Fire Insurance Co. From assets of \$4,288.67 in 1910 to \$419,715.57 in 1918 is striking evidence that the company has made wonderful success and been of great benefit to the implement fraternity in reducing the cost of insurance. At a recent meeting of the board of directors, a dividend of 50 percent was declared on all implement and hardware policies expiring in 1919.

### Service.

The foundation of the implement business is service, and sooner or later every dealer must show cause for existence. His profit is not always justifiable because his store is near the customer, but because he renders a service for which the customer is willing to pay on the ground that he gets value received. The implement dealer does not acquire title to any customer's trade by reason of your paying taxes in that community, nor by reason of your location, but by the service you give that customer—he wants value received for his money. In my judgment due caution given to this important department of your business would result in the defeat of its purpose of mail order propaganda.

### Farm Equipment Repair Week.

Although the National Repair Week held last March was not considered a



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EditorHALLEY K. DICKEY  
Tractor Editor

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## THE MEN WHO MAKE 'EM

THERE is one thing sure about prices: The price of labor in the farm equipment factories won't go down. And it should not. Business men chronically assert their right to a fair profit. The factory operative, in this respect at least, is a pretty good business man.

He is entitled to a living wage plus. The plus should go into a bank or into a home, or both. We have a suspicion that, excepting the manufacturer himself, the men who make these farm tools that dealers sell are not given any more than their share of consideration. Are there any denials?

## THE BRITISH AND THE TRACTOR

THOSE of us whose principal impression of the British, until recently, was inspired by Longfellow's famous line about "chasing the Redcoats down the lane" are glad to acknowledge that Great Britain harbored very few slackers in the conduct of the war. For the cause of Freedom Albion has made inexpressible sacrifices. Yet, to commit a paradox, the British did have their slackers and quite too many of them. They were the slacker acres that had so long lain fallow in the great landed estates.

The war was still young when the people of the United Kingdom were forced to the realization that these acres had to be cultivated. The piratical under-sea boats had taken tremendous toll of British shipping and the queues, or bread lines, had begun to form in London and the other large cities. So the golf and cricket courses, the hunting preserves, the paddocks, the grass lands and private parks had to be put to work in the production of the maximum quantity of food at home. It was decided that three million acres must submit to the plow.

A splendid decision, of course, but only a decision. How was it to be carried out? Most of the men and horses had gone to war. Whether they were "sold" on the machine or not, the English had to use the tractor. In 1917, the first year of the intensive campaign, 790,000 acres were put to the plow and in the year following the grand total of additional acreage had been raised to 2,400,000.

Please remember that these acres

would have remained idle had it not been for the tractor and the intelligent human effort behind it. Thus, under the direction of the Food Production Department, which kept control and ownership of the tractors, Great Britain in 1918 produced something like thirty million bushels more wheat than would have been possible without the campaign.

Now it is not to be concluded from this that the British farmers had no trouble with their tractors. They had their full share of it, no doubt. But the paramount fact is that the tractor met the emergency. In meeting it so effectively, no one can say that it did not furnish the additional food necessary to enable the British to bear the peak load of their war burden. That means that in this respect alone it is within the range of probability that the tractor made victory possible.

## "TRACTOR THERAPEUTICS"

ONE of the earliest and most consistent advocates of tractor service education among tractor users, dealers and salesmen was E. J. Anderson, former president of the Kansas City Tractor Club. Mr. Anderson is still at it. He believes that the tractor school is perhaps the most important work before the industry today. The sooner every human factor having any relation whatsoever with the manufacture, distribution and use of tractors is educated on how to care for the machines, the sooner the whole industry will have been established on an economic basis and tractors will be giving their maximum of service to agriculture. To put it medically, "tractor therapeutics" is the study of the hour.

Mr. Anderson thinks after this fashion: "When a tractor stops, so does the farmer's production. Suppose the farmer plans on plowing ten acres a day for 15 days. Suppose, again, that he is held up for three days because of some trouble. That means his program is put 30 acres behind—a serious matter, indeed, in the height of the plowing season. On the other hand, if he could go to his dealer and have the trouble remedied in three hours, or what is far better, fix it himself, the loss is comparatively slight. That is the big idea in this service school business. That picture of the farmer being held back ten acres for every day of delay should be held in the minds of all who want to see the tractor make absolutely good under all conditions. The industry should push this idea, not especially for the benefit of any one company, but, first, for the sake of the farmer himself, and, second, for the sake of complete economy in tractor distribution. We must make all tractor men 'tractor-wise.'"

## TAKING TROUBLE FOR GRANTED

THAT time has gone when anyone who dared intimate the tractor never could go wrong was sure to be charged with high treason to the industry. In other words, the tractor industry is growing up. Its sensitiveness of extreme youth is no more. Tractor men are willing to rest the case of the tractor upon its merits, not solely upon their claims. Therefore, the tractor industry is entitled to the pleasure of shaking hands with itself.

Tractor trouble is accepted as a matter of course, just as a certain amount of automobile trouble is taken for granted. This fact is significant. A trouble faced is a trouble half removed. So the man who sells a tractor to a farmer can win and deserve the confidence of the purchaser in no surer way than to tell him honestly at the outset that there will be moments, possibly hours, when the machine will give him concern. After telling him that, the vendor, whoever he may be, should be prepared to instruct the buyer as to just what to expect in the way of trouble and how to overcome it.

Altogether too many farmers take their tractors into the field with scarcely any more knowledge about it than how to start and stop the outfit; even then, unless everything is in apple-pie order, the user is as likely as not to encounter difficulty. This is somewhat the fault of the farmer, of course, but it is more the fault of the selling system. If that system included a universal plan of doing everything practicable to make certain that the farmer knows how to meet at least every ordinary tractor trouble and, further, to impress upon him that every call for service he puts in adds just that much to the cost of tractors, think what a stride forward it would mean to the industry!

## CREDIT FOR PIONEER WORK

PLAINLY, an absolute solution of the insect-proof twine problem has not been reached. The problem, of course, is not a new one. To some extent it has existed ever since bundle bands have been made of vegetable fiber.

But all sorts of foodstuffs are precious nowadays. No avoidable waste can be tolerated. It is for this reason that the dealers and farmers are so desirous of having a twine developed that will resist the appetites of crickets, grasshoppers, etc.

The leading manufacturers are no less eager to produce such a twine. They have employed chemical and entomological research for a good while to solve the problem. For their efforts they deserve the credit that belongs to all pioneers.



# Helping the Cause of Tractor Education

THE International Harvester Co. has announced a series of tractor schools, which it believes will act as an emergency measure during the critical moment of agriculture, and which will also complete the system of tractor education for normal times. Never since it opened its first tractor school in Canada ten years ago has the I. H. C. quit working on the problem of tractor education. Believing that a knowledge of the care and operation of tractors is the greatest guarantee of satisfaction for the farmer and success for the tractor, the Harvester Co. has kept everlastingly at the job of learning how best to educate its own men, the dealers and the farmers.

Up until this new plan was announced, the I. H. C. tractor schools throughout the United States and Canada represented the most extensive campaign of tractor education ever attempted. The schools were held last year all over the country at the most convenient places for the farmers, a total of 600 schools being conducted with a total attendance of more than 50,000 owners and future owners of tractors. Owners of other tractors were not barred from the schools, in fact, 30 percent of the tractor owners attending owned other than International tractors.

In carrying out its new plans, the I. H. C. management believes it will practically complete the system of tractor education. The great educational series conducted the last few years for tractor owners and operators will be continued on an extended scale and as an entirely new departure, entirely separate from the owner schools, this series of special schools for dealers and dealer service men will be held at the branch houses. The idea is new. It has not been applied before and is a marked step forward in the system of tractor education.

## Schools Not to Be Crowded.

The schools will be limited to an attendance of fifteen dealers or service men, and enough schools will be held at each branch house throughout the winter, if necessary, to accommodate all the dealers and their service men in the territory. The only limit to the number of schools to be held is the number of dealers and service men to be educated. Schools will be conducted at all of the ninety I. H. C. branch houses in the United States, giving all dealers everywhere the opportunity to attend.

There will be plenty of tractors, parts and equipment on hand at each

By George F. Whitsett

Advertising Manager, International Harvester Co.

of the schools to give every man a chance to do the work just as he will later be called on to do it in the farmer's field. There will be no tuition or charges or rental for the tractors or



GERMANY whines for justice. Let us hope that Germany gets a good deal more justice than she figures on.

ONE of the contributors to the Implement & Tractor Trade Journal speaks of the Central Powers. What does he mean "Powers"?

SPEAKING of explanations, we have two good excuses for not having gone to war: One is aged six and the other a year and a half.

THERE are said to be two standard occupations among the inhabitants of Ozarkansas: Picking huckleberries in the summer and eating them in the winter.

WHEN the president, cashier and clerk of a bank at David City, Neb., left their cages to help celebrate November 11, they put this sign up over the door: "Too Happy to Work."

JUNIUS F. COOK, Implement Administrator: "I have heard of perfect tractors, but expect they will be improved next year." Mr. Cook, we would hazard, is getting to be something of a Daniel.

AFTER Johnnie comes marching home again, Hurrah!—the population of this home of the brave will fall roughly into two grand divisions, and one of them not so grand as it will be numerous: (1) "Old" soldiers and (2) explainers.

WHEN the Secretary of the Treasury, General Director of the Railroads, Liberty Bond Sales Manager, etc., resigned, the Chicago Tribune played up the news under this head: "McAdoo Quits Dual Office." What's the matter with "multiple"?

SOME seasons ago, Floyd R. Todd confesses, he was ashamed to admit in the presence of well-groomed bankers and ribbon clerks that he rode into the implement business on a manure spreader. Now, since food and its human containers won the war, he fain would shout it from the skyscrapers.

FELIX SHARPE, dealer, who manages to get a lot of fun and profit out of the business as he goes along, was examining a candidate for a job in the sanctity of his corner office. "Got any bad habits?" asked Felix. "No, sir!" protested the candidate promptly and proudly. "I don't smoke. I don't chew. I don't drink—er anything. In fact, I don't use tobacco or liquor in any form whatsoever." "Fine!" boomed Felix. "Got any good ones?" It was then, folks, that the spotless one faded.

materials used. The expenses of the dealer will be limited to railroad fare and board while he is in town. Boarding places will be secured in advance, so that the dealer can know, before he or his service man comes to the school, just what the total expenses will be.

It will not be a case of listening to lectures. It will be practical work conducted on the laboratory plan under the supervision of experienced and trained company men who are acquainted, by practice, with the nature and condition of tractor service. The company men will not talk to the students from a platform. They will get down among the men and work with them. If any of the dealers or their service men are automobile dealers or are already skilled in automotive mechanics, their knowledge will be applied directly to tractors and to the conditions under which the tractor must work.

## J. A. Everson's Idea.

J. A. Everson, manager of tractor sales at the I. H. C. general office in Chicago, who has had charge of International Harvester exhibits at the various national tractor demonstrations, originated this new plan of tractor education, and has been working on it and perfecting the details of administration for several months. Mr. Everson believes that even in ordinary times this new kind of tractor school would be important, but he believes it is especially important at this time.

Many tractor dealers have been able to give tractor service in the past who would otherwise be unable to do it this year, because they have lost their service men to the Government. Many of the young men on the farms who have been accustomed to take care of the tractors have also gone to the war, leaving that important function to other and unskilled hands. This will necessitate a greater amount of service on the part of the dealers, at least a greater amount of instruction and advice, just at a time when the dealer is least prepared to give it.

The sale of tractors also, while helped in some ways by the war, is hindered in other ways. The type of young men who are fitted by age and temperament to become qualified tractor operators on the farms of America have gone to the war in great numbers.

## Improves Dealer Service.

Mr. Everson believes that the Harvester company, by giving every tractor dealer or his service man a practical course in tractor operation this winter, will lift the tractor industry

(Continued on page 28)



# Selling Avery Tractors S



## We Teach Avery Owners How to Take Care of Their Tractors—FREE

Avery Free Tractor Service Schools will be conducted at all Avery Branch Houses and Distributors' and also at many of the Dealers' places of business, giving a free course of tractor instruction to anyone who

wishes to attend. To all those who cannot attend these Service Schools Avery Company offers a free course of instruction by correspondence. It covers the following subjects:

1. The Principles of a Tractor Motor. 2. Carburetor Adjusting. 3. Magneto—Care and Repair.
4. Adjustment and Lubrication of Bearings. 5. Valve Grinding. 6. Belt and Drawbar Transmission Systems. 7. Operation of the Tractor.

### Dates of Service Schools at Avery Branch Houses

Kansas City, Mo. . . . Dec. 9th, 10th, 11th  
Wichita, Kans. . . . Dec. 12th, 13th, 14th  
Omaha, Nebr. . . . Dec. 16th, 17th, 18th  
Lincoln, Nebr. . . . Dec. 19th, 20th, 21st  
Madison, Wis. . . . Jan. 9th, 10th, 11th

Des Moines, Iowa . . . Jan. 13th, 14th, 15th  
Sioux Falls, S. D. . . . Jan. 16th, 17th, 18th  
Aberdeen, S. D. . . . Jan. 20th, 21st, 22nd  
Minneapolis, Minn. . . . Jan. 23rd, 24th, 25th  
 Fargo, N. D. . . . Jan. 27th, 28th, 29th

Grand Forks, N. D. . . Jan. 30th, 31st, Feb. 1st.  
Billings, Mont. . . . Feb. 3rd, 4th, 5th  
Peoria, Ill. . . . Feb. 13th, 14th, 15th  
Indianapolis, Ind. . . . Feb. 17th, 18th, 19th  
Columbus, Ohio . . . Feb. 20th, 21st, 22nd

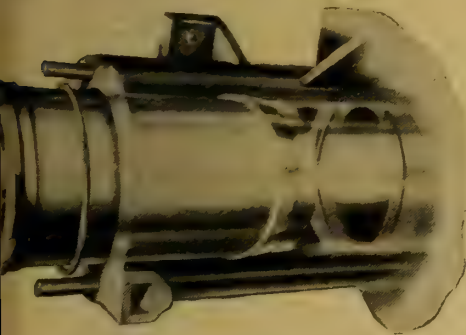


# Reduces Your Service Expense

## Avery Owners—Their Own Service Men

**A**VERY Tractors are built with a design that avoids most of the usual tractor troubles. You do not hear of Avery owners taking the motors out of their tractors and shipping them away to have the cylinders re-ground. The patented renewable inner cylinder wall makes this unnecessary. The owner simply buys a new inner cylinder wall, takes it home and puts it in the motor himself—no expert help required.

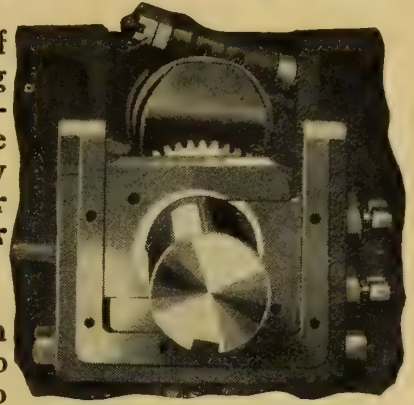
You do not hear of Avery owners having trouble with circulating water pumps, radiator fans, belts, chains and mechanical oiling systems, because these troublesome parts were all eliminated in designing the Avery Tractor.



Renewable Inner Cylinder Wall

You do not hear of Avery owners having trouble in getting at the valves to grind them. Avery cylinder heads are removable, making it easy for Avery owners to get at the valves.

You do not hear of Avery owners breaking Avery crankshafts. Because the diameter of the crankshaft in an Avery Tractor is one-half or more than the diameter of the cylinder.



Adjustable Crankshaft Box

You never hear of an Avery owner asking to send a serviceman out to adjust crankshaft bearings. Because he can take up the wear in the bearings himself by turning two adjustment screws on the crankshaft boxes with an ordinary socket wrench. He does not have to tear his motor to pieces to take up the wear in the main bearings. This is an exclusive feature that you get only in an Avery Tractor.

Features such as these eliminate usual tractor troubles. They simplify tractor operation. They save you the expense and loss of time in sending servicemen out to make repairs and adjustments. They make Avery owners satisfied customers and ready to help you sell more Averages in the same community.

## Sell the One Complete Line of Motor Farming Machinery

The Avery Agency gives you the sale of the one complete standardized line of Motor Farming Machinery. You get the sale of five sizes of kerosene tractors, all built with the same design from the 8-16 to 40-80 h. p.—a special Avery 5-10 h. p. Tractor, price \$550 f. o. b. Peoria (the lowest

price tractor built), the Avery Motor Cultivator and the complete line of Avery Threshers and Tractor Plows, built in sizes for every size tractor. Avery machinery is in successful operation in all Forty-Eight States and Sixty-One Foreign Countries. Find out if your territory is still open.

**AVERY COMPANY, Factory and Main Office, PEORIA, ILLINOIS**

Branch Houses: Madison, Fargo, Omaha, Minneapolis, Grand Forks, Sioux Falls, Aberdeen, Billings, Lincoln, Des Moines, Indianapolis, Columbus, Kansas City, Wichita

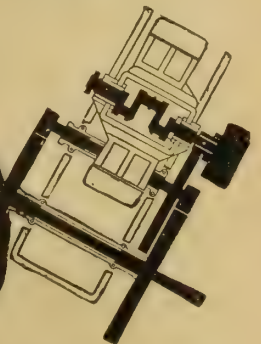
Jobbers: AVERY COMPANY OF TEXAS, Dallas, Amarillo and Beaumont, Texas  
ALSO OTHER PRINCIPAL MACHINERY CENTERS

# AVERY

## Motor Farming, Threshing and Road Building Machinery

There's a  
Size Avery  
Tractor for  
Every Size  
Farm

Five Sizes—the  
Same Design  
Standardized



Avery Perfected  
Opposed Motor  
and Patented  
Sliding Frame  
Transmission





## This Seems Hard on the Customer, But It Is the Law

THIS has such a direct application to a condition which may arise at any time in the experience of any business man, that I shall discuss it here instead of writing the B. & B. Co. direct.

Cincinnati, O.

About six months ago we bought of \_\_\_\_\_ & Co., Chicago, Ill., a very clever little machine for printing our name and address on wrapping paper. It works with a rubber stamp and prints as the paper is being unwound. We have used it ever since with satisfaction and were thinking of ordering another for use in another business in which we are interested.

Last week we received notice from \_\_\_\_\_ & Co., of Denver, Col., stating that the machine bought from \_\_\_\_\_ & Co. is an infringement of theirs and ordering us to cease its use or they would sue us. The letter declared that suit was about to be begun against \_\_\_\_\_ & Co., who, of course, are the proper people to sue, as they are the makers of the machine. A member of our firm was in Chicago shortly after the receipt of this notice from \_\_\_\_\_ & Co., and called on \_\_\_\_\_ & Co., asking them what we were to do about the notice received. \_\_\_\_\_ & Co. stated that their machine was not an infringement upon any one's, and that nothing would come of it.

They declared that their machine had many points to it which the machine of \_\_\_\_\_ & Co. did not have, and that their lawyer had advised them that they were safe and would win the suit. The member of our firm asked \_\_\_\_\_ & Co. if the Denver firm could sue us, since we only bought the machine innocently, and was told no, but at the same time \_\_\_\_\_ & Co. would not say that they would protect us in case we got into any trouble with \_\_\_\_\_ & Co. through the use of their machine. We do not wish to give the machine up, as it is very satisfactory. Will you kindly let us have some information as to where we stand in this case?

B. & B. CO.

### Innocence Is No Excuse.

The question is: Can a man who in perfect innocence and good faith, buys an appliance which subsequently proves to be an infringement upon another patent, be made defendant in a suit for infringement, or must the suit be brought alone against the man who is responsible for the infringement, viz., the manufacturer?

The answer is that everybody who helps in the infringement, whether as maker, distributor or user, can be

made defendant, without regard to whether they know of the infringement or not. In other words, the law puts the wholly innocent and ignorant user on a plane with the guilty maker, except that usually the maker is compelled to pay heavier damages than the user.

This applies directly to such a case as the above correspondent cites. The Denver concern they refer to can sue them tomorrow for infringement, and if it can prove that the machine in question really does infringe, it will get an injunction against the B. & B. Co. and probably some damages and costs.

Infringement of a patented device may consist of either making, using or selling an infringement. In this case cited by the B. & B. Co. they were using an infringement, but the law would be the same if they had been selling. If, for example, they were wholesale dealers in store appliances, and were selling these printing machines to the trade, they would be equally guilty of infringement under the above legal principle. I need not say that the maker is liable as an in-

fringer, whether he knew what he was doing or not.

The law on this subject is succinctly stated in a well known case, as follows:

A party is no less an infringer because he did not intend to infringe, or because he did not know of the patent. His lack of knowledge or intent can have no effect save possibly on the amount of damages.

### Obligated to Warn Dealer.

Usually manufacturers who claim infringement warn dealers whom they claim are using or selling the infringing device before bringing suit, but they are not obliged to. The Denver concern mentioned in the above letter could have suddenly started suit against the B. & B. Co. without notice or warning, and—if the machine the company was using was really an infringement—it would not have had the slightest defense.

Every manufacturer in the position of the Chicago firm named in the letter should protect his customers to the limit, and manufacturers usually do that. It really makes little difference, however, whether a manufacturer specifically agrees to protect a customer or not. If the B. & B. Co., for instance, were made defendant in an infringement suit, and were mulcted in damages and costs for using this machine, they could collect it all from the manufacturer who had sold them the infringement, whether he had agreed to be responsible or not. He sells under implied conditions that his machine is legal in every way.

## When Not to Give a Bad Opinion of a Former Employee

IN a recent article, in answer to a correspondent, I discussed the liability of a former employer, who in answer to a request for a reference as to an ex-employee, gave, truthfully, a reference that prevented the ex-employee from getting a job.

The following letter touches a different phase of the same question:

Dubuque, Ia.

We received a letter from a lawyer today—the first ever received threatening a law suit in our thirty years of business experience, and for light on the subject we know no one better to come to than you, as we have read your articles on law with great interest for years.

We were obliged to ask a certain employee to resign about one month ago. He was a confidential man and also did some selling, but he was addicted to drink and when under the influence of drink would gamble. We had much trouble with him on this score and finally had to let him go, which we did in November. We would have parted from him in good feeling had we not learned by accident that he had copied a list of our customers before leaving us, and

doubtless intended using it in a new position. This incensed us and we wrote him a sharp letter when we learned of it, which he did not answer.

The course of the young man seemed so dishonorable, since we had borne with him so long, that it occurred to the writer that he owed a duty to other firms in our line of business to whom the young man might apply for a position.

The writer accordingly made it his personal business to see each of the three firms in our line here and laid before them the young man's career while with us. As a consequence, none of them would employ him when he made application, as he did, and in some way he learned of the writer's visit and statement. He has accordingly retained a lawyer and is menacing us with a threat of suit. The writer acted with clear conscience and spoke nothing but the truth. Is that against the law?

E. M. R. & Co.

### A Foolish Thing to Do.

If this correspondent will pardon my frankness, I will say, for the benefit of the other readers hereof, that he did a very foolish thing. It may be



that he can successfully defend any action for damages which his former employer may bring—there is some doubt, however—but nevertheless it was an exceedingly narrow chance to make. The law guards nothing more tenderly than a man's right to make a living. As long ago as 1706, in England, a court decided that "he that slandereth another in his trade or livelihood is liable to an action for so hindering him."

If these three competitors had come to the correspondent and asked for information about the employee, he could have been perfectly justified in telling the whole truth, and there could have been no liability even if that was said kept the man out of a job. But volunteering the information when it wasn't asked is a vastly different matter, because it leaves the way open to charge malice, and it is by malice that these cases are judged. This employee can bring his suit in either of two ways. He can sue for slander, which is defamation of character by spoken words. The correspondent has a perfect defense to this, he told only the truth, because the truth of the charges is a perfect defense to an action for slander.

Or, second, he can sue for damages on the ground that the correspondent destroyed his right and his chance to make a contract of employment, which is of course precisely what the correspondent did. But the question is did he do it maliciously? If he did he is liable, even though he spoke only the truth. If he did not, he is not liable. Maliciously means doing it out of a motive of revenge, for the purpose of injuring the victim.

#### Element of Malice Is Shown.

I should say that under the circumstances a jury would be pretty apt to conclude that this thing was done to get square with this ex-employee for copying his former employer's customers. It isn't altogether convincing to say: "The man was an unfaithful and unsatisfactory employee, and I wished to prevent a fellow merchant from being victimized by him as we were." The answer is—the employee may have reformed. He may have reformed as every one of the delinquencies which characterized him before. Is he to be receded every time he applies for a job for the balance of his life, by the complaint that he wasn't satisfactory to his first employer?

It is a good rule never to say a word against a former employee unless you are asked for the information by somebody who has a right to ask.

The Cox-Beattall Tractor Co. has been incorporated at Wilmington, Del.

## Power Applied to All Four Wheels

THE Four Drive Tractor Co., Big Rapids, Mich., interprets maximum traction efficiency to mean power applied to all four wheels of a tractor. This principle is embodied in the 15-26 hp. Four Drive tractor constructed by that company.

The machine is very compact in its construction and all working parts are enclosed in dust-proof housings and run in oil. Power is distributed to all four wheels of the machine. Its manufacturers claim that the feature insures tractor stability under the heaviest loads, because it enables a front end draw-bar hitch.

The method of construction permits all four wheels being more nearly

without raising the opposite set of wheels off the ground or without binding the gears or twisting the frame.

Other specifications of the Four Drive tractor:

Weight—5,100 pounds.

Motor—Waukesha, 4-cylinder, vertical, 4¼x5¾.

Oiling System—Automatic splash.

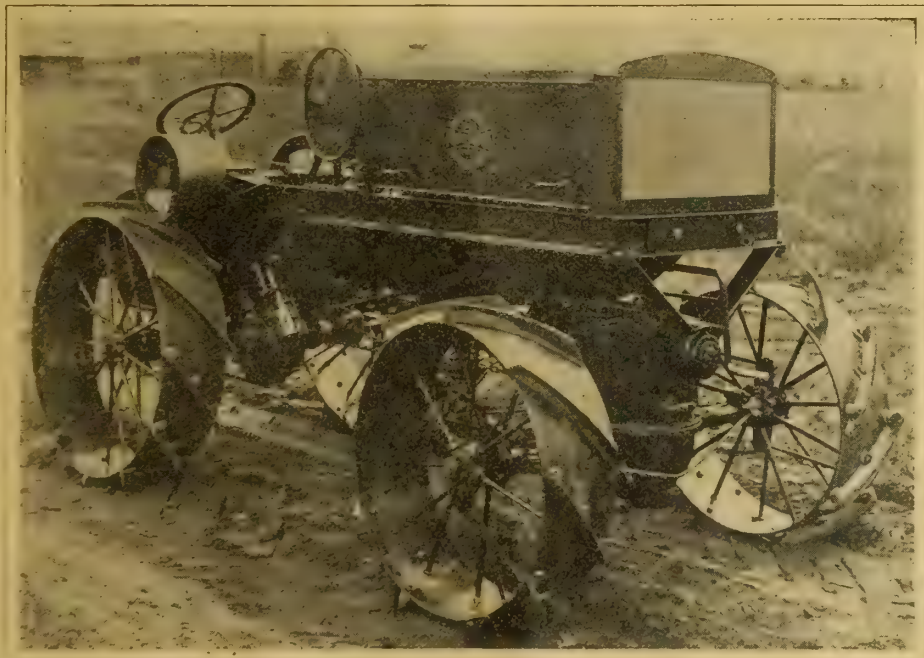
Governor—Waukesha.

Belt Pulley—Diameter, 14 inches; width, 8 inches.

Dimensions—Wheel base, 6 feet 5 inches; width, 5 feet 9 inches; total length, 9 feet 11 inches, and total height, 5 feet 11½ inches.

Wheels—Rear, 42 inches—12-inch face; front, 36 inches—12-inch face.

Turning Radius—4 feet 8 inches.



THE FITCH FOUR-DRIVE TRACTOR IS OF PARTICULARLY COMPACT CONSTRUCTION

the same size, and both right side wheels to run in the same furrow. It keeps the plow in alignment with the line of tractor travel. The differentials in front are the Brown-Lipe-Chapin bevel construction and in the rear are the Timken-Detroit worm and worm gear. Power is applied by means of live axles, front and rear. The axles are of Chrome vanium heat treated.

Transmission is of a special Cotta tractor design. The machine has three speeds and is direct on intermediate. The tractor is steered around the driving gears, eliminating steering knuckle wear.

The front axle is constructed with particular attention to flexibility. The front wheels of the tractor can negotiate a small stump or rough ground

Radiator—Perfex, 8 gallons; surface, 465 square inches.

Magneto—Dixie high tension, impulse starter.

Carburetor—Byrne-Kingston.

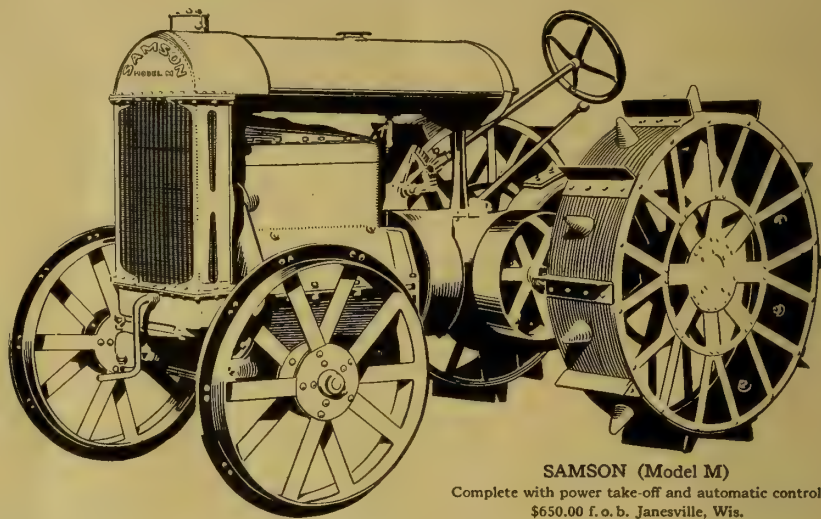
Bearings—Eleven Timken roller bearings.

#### Form Oil Pull Thresher Co.

The Oil Pull Thresher Co. has been organized at Davenport, Ia., to deal in tractors, threshing machinery and other supplies. Capital stock is \$3,000. The officers are C. S. Clapp, president; G. Leach, vice-president; Otto Elmegreen, secretary, and D. Y. Pollock, treasurer.

The Light Foundry & Machine Co., Pottstown, Pa., will build a one-story foundry, 25x190 feet, at a cost of \$25,000.





SAMSON (Model M)  
Complete with power take-off and automatic control  
\$650.00 f.o.b. Janesville, Wis.

## SAMSON TRACTOR \$650

THE above announcement, which appeared in a recent issue of this paper, resulted in receiving thousands of inquiries. Everyone of these we propose to answer in detail. The enormous amount of work involved in classifying these inquiries will, of necessity, delay our replies. On the opposite page, you will find a copy of our letter and the form, which we are asking you to fill out and return to us.

We also invite those who have not answered our first advertisement to fill in blank on opposite page and receive further information.

SAMSON TRACTOR COMPANY,

Janesville, Wisconsin



## SAMSON TRACTOR COMPANY

### JANESVILLE, WISCONSIN

Dear Sir

In response to your valued inquiry, we are enclosing a blank form which we will ask you to fill out and return promptly to us. Our object in obtaining this information is to determine whether or not the Samson (Model M) is suited to your needs and to what extent your particular locality lends itself to the use of tractors of the Wheel Type.

To be perfectly frank and candid with you, and to have you know what we are driving at, we beg to offer the following in explanation:

**WE DON'T WANT** you to buy a Two-Three Plow Tractor if it would be to your advantage to buy a Three-Four Plow Tractor. If your farm is better adapted by reason of acreage, crop rotation or soil conditions, to the Three-Four Plow type, we want you to have it, because it will be a more economical investment and will produce 25 per cent. better results with the same amount of labor.

**Note** In this connection we wish to advise that we have designed and are testing out a Three-Four Plow Tractor which we expect to offer to the public within the next few months. This will be known as Samson (Model A) and the price will be in the neighborhood of \$900.

**WE DON'T WANT** you to make an investment in Samson (Model M) Tractor if the Samson (Model M) Tractor is not the best type for your particular purpose.

**WE DON'T WANT** you to make an investment in Samson (Model M) Tractor if the Samson (Model M) Tractor is not the best type for your particular purpose.

**WE DON'T** talk draw bar pull or attempt to confuse you with horsepower rating. Draw bar pull you can reduce expenses and make your burden lighter.

**WE DO WANT** you in the Samson family—a satisfied and continuous customer for SAMSON LABOR SAVING AND MONEY SAVING DEVICES.

**WE DO WANT** you to investigate and (regardless of any high powered, land breaking tractors that you may buy or own) purchase a Samson (Model D) light, high frame, direct drive tractor, for which we are now taking orders. Price \$450.

It will be to your interest to own the Samson (Model D) tractor if the Samson (Model D) tractor is not the best type for your particular purpose.

**BECAUSE** this tractor will handle every horse drawn farm tool which you are now using; **BECAUSE** we will be prepared to furnish the more important types of farm tools, made especially to replace them; **BECAUSE** the Samson (Model D), at just one-half the price which you will have to pay for these farm tools when you

**BECAUSE** the Samson (Model D), in connection with a ground-breaking tractor of any type and a light truck, will eliminate every horse on your farm.

**METHOD OF ALLOTING SAMSON (Model M) TRACTORS**

The demand for Samson Tractors from all parts of the world is enormous. Our production for four months will not exceed 10,000 tractors. If applications and contracts were filled in in which they are received, our entire production might be absorbed by free States. For the purpose of obtaining a wide distribution, we are allotting a certain number to each public an opportunity of investigating the product and the performance, we are allotting a certain number to each with a proper Township distribution, locating the samples convenient for the greatest number.

Your application, accompanied by your order or other, will receive our best consideration.

Very truly yours,

SAMSON TRACTOR CO.

### Information necessary so as to enable us to advise the purchaser of the proper Tractor he should buy

Name.....  
 Post Office.....  
 Township..... County..... State.....  
 Number of acres in farm..... Acres in corn.....  
 Number of acres improved..... Acres in cotton.....  
 Level or rolling surface..... Acres in small grain.....  
 Character of soil..... Acres in hay.....  
 ..... Acres in pasture.....  
 How many horses do you employ to handle your farm work?.....  
 Do You own a tractor?..... If so, what make.....

Mail this blank to SAMSON TRACTOR COMPANY, Janesville, Wis.



# Tractor Parts and Accessories

## The Goodrich Lockswitch

THE Goodrich-Lenhart Mfg. Co., Philadelphia, Pa., is marketing a lockswitch and a motor testing valve which are meeting with much favor from motorists.

The locksmith has the regulation Yale lock, and the switchlock housing is made of a special ductile metal, of



MADE OF SPECIAL DUCTILE METAL

a special alloy, which can be bent by severe blows but not broken. The screws by which the locksmith is attached to the coil box cannot be removed because of the exclusive Goodrich shutter construction. The screw heads are covered by hardened metal shutters when the switch is locked.

The Goodrich motor testing valve, in addition to its testing purposes, has other uses. When the motor, running at high speed on rural hills, is handicapped by back pressure, by opening up the valve the gases are freely emitted, instead of being forced through the muffler. In this way the exhaust is given greater freedom,



THE GOODRICH MOTOR TESTING VALVE

thereby reducing to a minimum carbonizing of the cylinders and the spark plugs.

The bell-mouth opening of the Goodrich motor testing valve allows for ample expansion of the gases, relieves

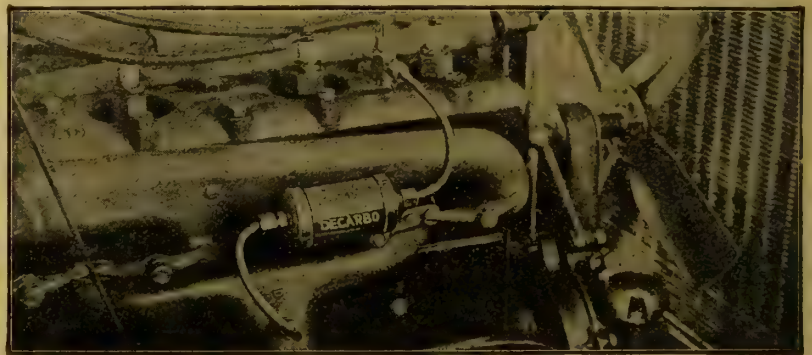
the motor of all back pressure and greatly intensifies the sound of the explosion.

When the valve is opened, none of the exhaust goes through the muffler. The spring which operates the shutter is not affected by the heat, thereby holding its full tension at all times. When the valve is closed there is no obstruction in the exhaust pipe.

Unlike other devices, the Goodrich valve has no adjustments and is easily cleaned by removing one cotter pin. It is finished in a specially prepared paint which prevents corrosion and rust.

## The Hastings Decarbo

THE Hastings Mfg. Co., Hastings, Mich., is manufacturing a steam decarbonizer for motor cars which aims to do away with the collecting of carbon on motors and spark plugs, one of the chief causes of motor trouble. The Decarbo generates steam



SHOWING HOW THE DECARBO IS ADJUSTED

which is taken into the cylinders through the intake manifold. The carbon is softened as soon as the steam comes in contact with it, and is then forced out with the exhaust gases. The operation of the Decarbo is automatic.

The Decarbo is attached to the side of the exhaust manifold over the second exhaust port of the motor, by boring a 7-16-inch hole, tapped with a 1/2-inch Alam tap, and screwing the Decarbo on. A 23-64-inch hole is bored in the motor head midway between the first and second spark plugs and this is tapped with a 1/8-inch pipe tap. Into this hole the automatic valve is screwed. The other end of the copper tubing should be connected to the intake manifold and this requires the same size hole as the valve.

To adjust the Decarbo the screw of the valve should be opened until the motor begins to slow up and miss, then the valve is closed until the motor runs smoothly again. The water is then drawn into the Decarbo by the section from the intake manifold and the amount of water is regulated automatically by the speed of the motor.

## Steel Expert Makes Change.

John McConnell, for a number of years in charge of the alloy and special steel production for the United Alloy Steel Corporation, Canton, O., has resigned to accept a similar position with the Interstate Iron & Steel Co., Chicago.

## Denmark Using Paper Twine.

The making of paper binder twine has been undertaken in Denmark only within the past few months, according to the American consul at Copenhagen. Four factories are now engaged in its

manufacture. Their output will not be sufficient to take care of the harvest which is now just beginning, due in part to the limited capacity of the factories and to the fact that production was begun too late. The estimated minimum amount of binder twine for an average harvest is 2,800 metric tons. No manila or sisal binder twine has been imported this season, and only a small quantity has been kept in stock from last year.

The paper binder twine is wound in balls exactly as is the sisal twine. It can be used in most but not all of the harvesting machines now in general use. The "knotter" or knot-tying device on some of the harvesting machines does not take this twine, either breaking the twine in the process of tying or else not making a knot at all.



# News of the Industry

## IS NOW IN PUBLIC SCHOOLS

### Minneapolis Is the First City to Include Tractor Operation in the Regular Curriculum.

Minneapolis is the first city in the country where the public school system has established a course in practical operating and repairing of gasoline tractors and engines and hired an instructor to conduct the classes during the coming winter.

H. W. Adams, Minneapolis, a mechanical engineer, inventor and designer of the Common Sense gas tractor, and who has taught tractor schools for the past ten years, has been engaged as instructor.

There are three classes, as follows: Day class, high school pupils, city residents, less than 21 years of age, tuition free. Day class, boys less than 21, not high school pupils, residents free, non-residents, 16 to 50 years, tuition \$25. Night class, residents or non-residents under 21 years, free, over 21, tuition \$25. Laboratory fees and lesson sheets cost approximately \$6 in each class. Classes are divided into two hours of class work and four hours of shop work each day. A new class starts every thirty days, the course covering a period of twelve weeks.

The course includes the fundamental principles of internal combustion motors as follows: Motor parts; carburetors and their care; laying out flywheels; setting cam shafts; valve timing; combustion, compression and pressures; area of combustion chambers; speeds and horsepower of pulleys; carburetors, care and adjustment; elementary electricity and ignition; high and low tension magnetos, timing and wiring of same; clutches, gears and transmissions; size and speed of pulleys; horsepower and size of belts, and general operating instructions and actual practice with tractors.

Some of Mr. Adams' graduates have received high army commissions while others have earned from \$6 to \$18 per day in the tractor field.

### Coffeyville Pioneer Dies.

Ethelbert D. Caudry, pioneer hardware merchant of Coffeyville, Kan., is dead as the result of a stroke of paralysis which attacked him while he was at his place of business Nov. 22.

Mr. Caudry was 72 years old. He

came to Cherryvale, Kan., in 1884, and 21 years ago moved to Coffeyville and established the business which he was still operating at the time of his death. He is survived by his wife, two sons, B. Clate Caudry of Coffeyville and Dudley O. Caudry of Capron, Ill.; one daughter, Mrs. Zula Z. Thompson of Denver, Col., and two brothers and two sisters.

## Tractor Sales First Half of 1918.

Figures issued recently by the Office of Farm Equipment Control, United States Department of Agriculture, on tractor production and distribution in the United States during 1916, 1917 and the first six months of 1918 made no mention of the number of tractors sold during the first half of 1918.

Junius F. Cook, implement administrator, points out that the number can be derived at approximately by taking the difference between those manufactured, 58,543, and the number sold for export, 15,610, less the number on hand, in transit or in hands of dealers at the time the manufacturers made their report to the Office of Farm Equipment Control. The number then sold to users during the first six months of 1918 would be approximately 31,515 tractors or more than 4,000 more than were manufactured during all of 1916.

The other figures on tractor production appeared in the Implement & Tractor Trade Journal of Nov. 16.

### Leases Large Warehouse.

The Emerson-Brantingham Implement Co., Rockford, Ill., has just closed a lease for a large warehouse building in Columbus, O., which will place it in a better position to handle the growing trade in that state. In taking over the Osborne line of harvesting machinery, the company added to its list of customers, and as it expects to push the harvesting machinery business it is preparing for a largely increased business.

### Returns to Charter Oak.

L. A. Martin, for many years wagon salesman for Joel Turney & Co., Fairfield, Ia., is again carrying a Charter Oak grip, after an absence since 1914. He will cover northern Iowa territory with headquarters in Des Moines.

## OKLAHOMA MEETING OPENS

### Dealers, Jobbers and Manufacturers Are All Well Represented—Dealers Advised to Buy.

Oklahoma City, Okla., Dec. 11.—The convention of the Oklahoma Hardware and Implement Association opened here yesterday under favorable circumstances. Despite the influenza epidemic, which has been particularly severe on the small towns, more than one hundred dealers were present on the first day, and a good attendance is expected.

Buying liberally, though with due care against overstocking, was the dominant thought in the speeches at the opening sessions. President Henry Borklund delivered the opening address.

Jobbers and manufacturers are well represented at the meeting, and jobbers are universally optimistic in their outlook and declare that dealers are buying strongly. Chief interest is shown in the price situation.

### Tractor Course Is Popular.

The interest felt in tractor courses is shown by the fact that the College of Agriculture of the University of Illinois, at which a tractor course was recently installed, has received inquiries from far-away points in Oklahoma and Missouri. Several women are now registered in the course.

One very much interested registrant, a farm hand, expressed great satisfaction that he could take advantage of this opportunity, because it was very important that a satisfactory farm employe should continually strive to improve his knowledge of modern farm methods and to know as much as the farmer himself.

In the letter of instructions that is sent out to each registrant, the tractor student is told to come equipped with a shop suit of khaki "unionalls," a loose-leaf note-book of 8½x11 size, pencils, a good pocket knife, a pair of pliers, an eight-inch screw driver, and a two-foot rule. The University Y. M. C. A. is ready to take care of the registrant upon his arrival and see that he is properly accommodated in the matter of board and room.

The Bear Tractor Co. has been formed at San Francisco, Cal. It will manufacture the Bear tractor.



## IOWA DEALERS PLAN FOR YEAR OF PROSPERITY

(Continued from page 17)

mobile dealers taking on the sale of tractors extensively will be greatly curtailed by world peace.

Others were dissatisfied with paying a deposit for tractors, but the largest grievance was the disturbance caused by manufacturers placing contracts with anyone who would put out a machine, and in many cases this tractor equipped with tractor-drawn implements was in competition with itself in that locality. It is hoped that manufacturers of automobiles will now revert to their favorite business of making pleasure cars and the manufacturer of tractors will then have no excuse to offer for going out of the regular channel for the proper dis-

tribution of his product. The tractor manufacturer as well as the manufacturer of tractor-drawn implements, we are certain, would much prefer to have their goods placed in the hands of the farmer by experienced implement dealers.

### Reconstruction Period.

It can be said without fear of contradiction that no class of tradesmen has been more loyal or rendered greater assistance to the Government during the war, than have the implement dealers, and let the same be said of them during the period of reconstruction. The readjustment of values and the readjustment of business go hand in hand and it is now an opportune time for the Iowa implement dealers to place their business nearer a cash basis, which will materially reduce their liabilities and increase their profits.

## Report of the Resolutions Committee

Our country has just emerged from the most gigantic and brutal war which the world has ever witnessed, a struggle in which our Nation in order to maintain her honor has been compelled to defend the cause of right against might, of mercy against murder, of love against revenge, that the world might be free from the grasping and brutal embrace of a government that sought to crush, or control the policies of the world.

The achievements of these recent months have been little less than miraculous. Our nation has accomplished what no one would have dared to prophesy. The wonderful leadership and foresight of our President, the faithfulness and bravery of our boys who have given life and limb and the unselfish service that has been rendered by many of the ablest men and women of our Nation have won the respect and admiration of every loyal and peace-loving citizen of our country. Our thanks ascend to almighty God for the blessings which are and will be vouchsafed to the world, because of our participation in this world war.

### Business.

No cause for alarm is in evidence, there are no signs of early reductions or radical changes in prices or policies affecting our business. The year before us will be one of prosperity and profit, if we would make it so, therefore we would encourage early purchases for immediate shipment and believe that in spite of some uncertainty in business conditions today, that the future has in store for us a period of wonderful prosperity.

### Tractors.

We consider the implement dealer the logical medium for the distribution of the farm tractor, and tractor-drawn implements. Owing to the fact that many dealers are not able at this stage of the business to buy tractors in large quantities, we feel that the present system of a sliding scale of quantity discount does not offer the small dealer sufficient margin of profit on his first sales. We disapprove of the practice of deposit on tractor contracts and feel that the practice should be discontinued, except in cases where the financial standing of the dealer may require such deposit.

### Repairs.

We appreciate the live and let live policy on the part of some manufacturers with reference to the sale of repairs. We regret, however, that the general situation warrants attention. The pricing of repairs without regard to the cost of production or distribution; the imposition of a handling tax or wrapping charge; the policy of c. o. d. shipments to well rated and responsible dealers; the absence of legible numbers on repair parts, and an inadequate commission on repair sales, all demand early attention of offending manufacturers.

It is apparent that the annual conferences of our National Federation with manufacturers has given us but partial

relief. Their policy of dismissing this troublesome subject with a square meal in place of a square deal warrants us in the conclusion that if our collective requests are of no avail individual action upon the part of dealers for the elimination of such unfair policies upon the part of offending manufacturers is essential if we want immediate help.

### National Repair Week.

We indorse the action of our National Federation in calling the attention of dealers and farmers to the importance of placing farm equipment on Iowa farms in good order. The time selected for this national drive is March 3 to 8, 1919. It is not to be inferred, however, that dealers should not make the effort at an earlier date if the customs of the community and policy of the dealer permits. We earnestly enlist the support of the farm press of Iowa, to give the widest publicity to this movement of preparedness for better farming.

### Government Control.

Because of the important service we render in the distribution of the products of farm and factory, the retail implement dealers are entitled to fair consideration and intelligent representation when Governmental control of the industry is considered. We therefore commend the action of our National Federation of Implement and Vehicle Associations in appointing a committee of representative dealers whose time and attendance are at the service of the departments of our Government, when matters affecting distribution and prices of implements or binding twine are under consideration.

## NOT EVEN STANDING ROOM FOR PESSIMISTS

(Continued from page 15)

broke." Business is sound. The farmers are in excellent condition and will be better as the army demobilizes. Go ahead with business. You'll go ahead every way and get the edge on the man who doesn't.

### Produce Tractors in Quantity.

From F. E. GLASS, the Oakes Co., Indianapolis, Ind.:

It does not seem to us that it is going to be advisable for any of the manufacturers to withhold placing business awaiting a lower market because the demand for tractors is going to be so great that even though they have to pay more for materials than they possibly would in a few months, they can rest assured every other tractor manufacturer is in

exactly the same boat, and that even with a comparatively higher manufacturing cost now than later, they will have no trouble in disposing of their goods. It seems to the writer that the main thing for every tractor producer is to figure on producing as many machines as he can and as quickly as he can.

This will mean, of course, that the tractor industry will as a whole have to insist that the Government agencies give them as full go-ahead as possible. There seems to be a consensus of opinion among those who are on the farm that it is going to take tremendous effort to raise enough food in America and foreign countries to feed the world for the next year. The export demand is bound to be heavy. Another feature it seems to the writer is that there should be as little change in design as possible, the main thing being to produce tractors in quantities. This does not mean that experimentation should not go along with manufacturing.

As parts manufacturers we urge upon the tractor manufacturers to place their parts business as far in advance as possible because from present indications the demand is going to be extremely heavy, not only from the tractor makers but from the truck and passenger car manufacturers. We believe we are right when we say most of the manufacturers who are making parts for the tractor industry are also making parts for the other two lines. As far as we are concerned ourselves, we are laying our plans accordingly endeavoring to perfect our organization to the extent that we can take care, satisfactorily, of the abnormal demand which we are anticipating.

## HELPING THE CAUSE OF TRACTOR EDUCATION

(Continued from page 19)

over a critical period in its development and will establish a smooth basis for the sale and use of tractors after normal conditions have been resumed.

We advise all I. H. C. dealers to avail themselves without fail of the opportunities of these schools. Your attendance at such a school will mean money in your pocket and it will save you time, which is the same as money. Where in the past it has been necessary for you to make five or six trips to get a farmer's tractor to working properly, you should be able, after such a thorough course as these schools are offering, to do the work in one trip.

It will also be good for your customer and you to attend these schools. You will make him better satisfied with his tractor, enable him to do more work, come nearer getting his work done on time, and the better service will make his farming more profitable all the way through. You as his dealer will naturally get the credit for this improvement.

The Pittsburgh Model Engine Co., Peru, Ind., has begun construction of two additions to its plant, at an estimated cost of \$100,000.



# Join



## When Distress Calls the Red Cross Answers "HERE!"

**N**OW the Red Cross calls! The annual Christmas Roll Call of members will echo throughout the land the week of December 16th to 23rd.

Membership in the Red Cross now is more than duty—it is an honored privilege, and an evidence of loyalty. When that Roll is called, your conscience, your sense of right and justice, your love of country and your devotion to the highest ideals of unselfish service all suggest that you answer "HERE!"

**All you need is a heart and a dollar**  
These entitle you to membership for one year.

When you wear your button, signifying that you are a member, you will not be asked to join again this year—it means that you have answered the Roll Call.

Join—be a Christmas member—but just join once.

Our soldiers and sailors look to the Red Cross for comforts. They have never been disappointed.

The Red Cross looks to you for the moral support of your membership. Answer "HERE!" when the Roll is called.

## Join the Red Cross

Contributed through  
Division of Advertising



United States Gov't Comm.  
on Public Information



Wear Your Button

*This space contributed for the Winning of the War by*  
**IMPLEMENT & TRACTOR TRADE JOURNAL**

Fly Your Flag







## A Good Collection Year

### Distributors Establish Records in Percentages of Bills Due.

Kansas City, Mo., Dec. 14.—Due to the ease with which collections are being made this year and tightening of the selling policies quite a number of the large wholesale branches and distributors here have been able to establish a record in their collection departments.

One of the local branches whose sales amounted to more than \$2,168,000 this past year on Dec. 1 held notes for a little less than \$68,000. The greater percentage was a cash business but the remainder was paid on time.

Another house had only 10 percent outstanding on Dec. 1. Previous years that house considered 30 percent a good showing at this time of year and it had been much higher at times. Still another distributor had less than 5 percent in unpaid accounts. The accounts carried over are far from being entirely past due accounts.

The dealer has been getting the cash from the farmer and naturally it has not been a task for him to pay the cash for his goods. There must of necessity be some paper business, but it undoubtedly is being reduced to the minimum.

### The Condition of the Crops.

From no section of Missouri or Kansas are there any reports other than those very favorable to the crop conditions. There is quite a demand for straw and manure spreaders. Farmers are covering their wheat with straw to guard against winter killing and blowing and at the same time saving moisture.

### To Operate Bonded Warehouse.

The Liberty Warehouse is the name chosen for the new bonded warehouse owned and operated by the Simplex Spreader Mfg. Co., at 1225-27 Union Avenue, under the direction of L. D. Rice, president.

The fireproof building comprises five stories and a basement and is steam heated, equipped with an automatic sprinkler system and carries an extremely low insurance rate. A total of 30,000 square feet of space is available for public use. It has an electric elevator and the loading docks front on the Union Pacific tracks.

The management of the warehouse is in the hands of one of the most experienced and efficient traffic and transfer men in the city.

### What W. L. Day Underwent.

W. L. Day, vice-president and general manager of the General Motors Truck Co., Pontiac, Mich., who had been visiting in Kansas City about two weeks, returned Sunday night to the factory. Mrs. Day was with him. Mr. Day called it "a sort of a second wedding trip." Nevertheless, his stay was not without its painful features. Mornings he had to submit to the exquisite deviltries of his dentist; afternoons he was obliged

to undergo major operations performed by the golf experts who have developed since he forsook these parts among his friends in the farm equipment fraternity. "Charlie" Butler, "Fred" Turner and "Herman" Harbison are prepared to supply particulars.

### S. B. Robertson's Mother Dies.

Mrs. Justina E. Robertson, mother of Samuel B. Robertson, manager of the vehicle division of the Studebaker Corporation, Kansas City, died Dec. 6 in Carrollton, Mo., of acute indigestion. The funeral was held there Sunday. Mrs. Robertson was the widow of Samuel B. Robertson, Sr., a pioneer merchant and banker of Carrollton who died in 1897. Her son was constantly at her bedside during her illness. No other children are living.

### P. W. Goebel Addressed Club.

An address of unusual value was delivered before the membership of the Kansas City Implement, Vehicle and Hardware Club last Monday night at the Baltimore Hotel by P. W. Goebel, Kansas City, Kan., past president of the American Bankers' Association. Mr. Goebel declared that he was a thoroughgoing optimist on the future of American business and he recited an array of authoritative facts to substantiate his views. It was decided to place the plans for entertaining the dealers' ladies during the Western convention in the hands of the entertainment and finance committees. Owing to the illness of W. H. Grant, the newly elected president, the chair was occupied by E. J. Anderson, second vice-president.

### Armistice Made No "Hit."

Lieut. Joseph Gershon, formerly of the advertising department of the Moline Plow Co., Moline, Ill., is visiting friends and relatives in Kansas City, having received his commission as a reserve officer of artillery. He had taken the training at Camp Zachary Taylor, Ky. Lieutenant Gershon said that news of the armistice was not received enthusiastically in his section of the camp. Before going to Moline some years ago he was with the Kansas Moline Plow Co., Kansas City. He has specialized thoroughly on tractor sales and service.

### School at the Avery Co.

Three days of this week, Monday, Tuesday and Wednesday, were given over to a tractor school of instruction at the offices of the Avery Co., Kansas City. It was in charge of L. R. Van Volkenburg, chief service engineer of the factory, and Theodore Fisher of the Kansas City house. The school here was the second of the sixteen to be conducted at various branches of the company. Next week it will be held at Wichita, where G. W. Troutman of that house will assist Mr. Van Volkenburg.

Manager E. J. Anderson of the Kansas City branch states that first aid stations are to be established at his and other Avery branches in order to furnish more efficient service to tractor users. It is the policy of the company to instruct every dealer and salesman so that he in turn can instruct the farmer.

### Geary Rising With Downes.

Geary Rising, formerly general agent for the Acme Harvesting Machine Co.,

Salina, Kan., has been engaged by Manager J. A. Keating of the P. J. Downes Motor Co., Kansas City, to cover western Kansas out of Salina. Mr. Rising has had a wide experience in the farm equipment field.

Manager Fred H. Turner of the B. F. Avery & Sons Plow Co. made a trip into Colorado this week.

G. H. Evans, division sales manager of the John Deere Plow Co., was among those attending the Oklahoma City convention of dealers this week.

P. J. Keating, secretary of the P. J. Downes Co., Minneapolis, visited his brother, J. A. Keating, manager of the P. J. Downes Motor Co., Friday, Saturday and Sunday.

F. W. Rebstein, division sales manager of the John Deere Plow Co., after returning from a trip through the Wichita territory, has been confined to his home by illness.

M. J. Healey, general manager of the John Deere Plow Co., left last Saturday on a business trip into the Colorado territory. He will call on H. J. Lewis, the newly appointed Deere manager in Denver. Mr. Lewis succeeds L. C. Frisk, who died recently.

Manager Robert F. Crawford of the Emerson-Brantingham Implement Co., and W. F. Roth, in charge of the heavy machinery department of the same company, visited one of the E.-B. tractor plants in Minneapolis recently and from there went on to the main factory at Rockford to attend the meeting of branch managers. P. H. Horton of the heavy machinery department will join them at Rockford.



## Contracts of Fair Volume

### But Some Are Making Mistake of Holding Off for Lower Prices.

St. Louis, Mo., Dec. 13.—The shipping trade is quiet, as winter is so near at hand, yet business is about normal in the general line of implements. Contracts for next season's delivery are of fair volume and well up to expectations. It is believed by jobbers that should dealers continue to delay the placing of orders there will be a scarcity should the second order business be of any volume.

Interest in farm tractors continues, and tools used in taking care of the corn crop are in demand. The wagon trade is not so good as for some time past, but sales are still of good volume. Shipments are already being made to the South, where dealers are anxious to have the goods ready for the early spring trade.

### More Normal Conditions Ahead.

Some of the implement jobbing houses are closing up their business for the year, and have started the annual inventory. As a rule, the result is quite satisfactory, regardless of unsettled conditions. The hope is expressed that business will drift into more normal channels and that it will not take long



# J. I. CASE

## PLOWS

More acres will be plowed this spring than ever before in the history of the country. More plows will be needed. Dealers who handle the right kind of plow will enjoy a greatly increased business this season.

J. I. Case Horse Drawn Plows are the result of nearly 50 years of specialized plow building experience. They are noted for light draft, wonderful strength and easy adjustment. Furrow bottom drag, landslide pressure and side draft have been eliminated.

This means that you can do a bigger day's work with J. I. Case Plows because the horses can do more work.

In every way the J. I. Case is just the type of implement which the farmer needs for the deep, clean plowing which means maximum crops. You will find it the easiest selling plow you ever handled.

Our dealers are effectively helped by an extensive advertising campaign in national farm papers. Thousands of dollars are invested in this campaign for bigger business. It cannot help but create profitable business for J. I. Case dealers, especially those who wisely do their part locally.

There is a remarkable opportunity for one dealer in each town where the J. I. Case line is unrepresented.

Write us for our interesting proposition.



## J. I. Case Plow Works

131 West Water St.

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Racine, Wis.

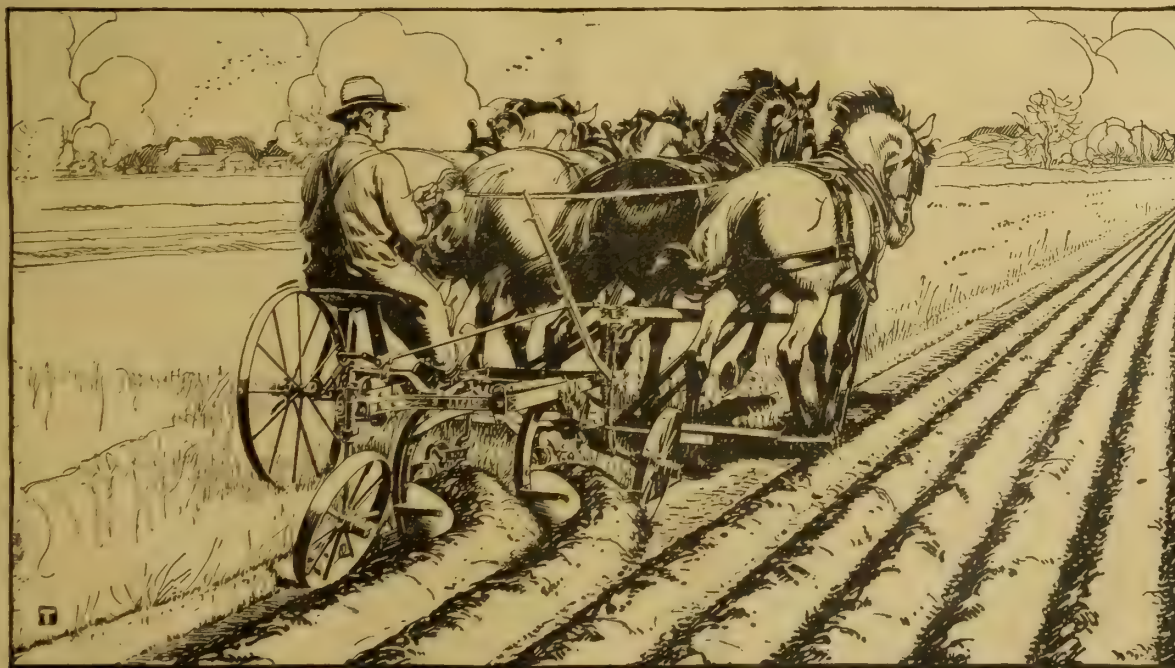
### Branches and Distributing Points at:

Minneapolis, Minn.  
Washington, D. C.  
Saginaw, Mich.  
Oklahoma City, Okla.  
Columbus, Ohio.  
Indianapolis, Ind.  
Des Moines, Ia.

Omaha, Nebr.  
Toledo, Ohio.  
Kansas City, Mo.  
Denver, Colo.  
Syracuse, N. Y.  
Sioux Falls, S. D.  
Great Falls, Mont.  
Little Rock, Ark.

Baltimore, Md.  
Cedar Rapids, Ia.  
St. Louis, Mo.  
Bloomington, Ill.  
Dallas, Texas.  
San Antonio, Texas.  
Richmond, Va.

(DEALERS EVERYWHERE)





## CHEAPER TO OWN ~ THAN TO BE WITHOUT

The real worth of any implement to your customers as an aid in the production of better crops, or to you as sales producers lies in the value of the work that it does.

Considering the value of its work the farmer who does not purchase a disk harrow is losing money.

Could any argument for the sale of disk harrows be stronger?

Oliver horse and tractor disk harrows are built with features that enable them to do the best work.

Could a stronger reason be given why you should sell Oliver disk harrows?

### Oliver Chilled Plow Works

Plowmakers for the World

Kansas City, Mo.      Dallas, Tex.  
Omaha, Neb.



to bring about the change from war to peace times.

In some quarters it is noted that dealers are holding off the making of contracts for next season's requirements of implements. They evidently are waiting for something to turn up, and are in entirely too great a hurry for peace developments. It is going to take time, jobbers say, to get things working like they were before the war started—probably a year or two—but in the meantime much of the uncertainty surrounding the trade has been removed, which will help materially to stabilize conditions.

If there ever were people doomed to disappointment, it is these dealers who are waiting for lower prices. There is not the slightest reason for the belief that prices will come down, but on the contrary, materials of all kinds are so scarce and high that there will be a shortage of some lines when the time comes for delivery of implements in the spring.

### Whole Outlook Is Good.

The outlook in this district was never better. All the crops turned out well this year, and farmers are realizing high prices for their produce and are well supplied with money. Indications are that high prices will continue all next year, which naturally leads to the desire to keep up the production, and which in turn means that they will have to keep their equipment up to a high standard in order to make the best of their opportunity. St. Louis implement jobbers look for a big business next spring, and believe the extent of the trade will be limited to the capacity of manufacturers to supply the required machinery.

There has been practically no cold weather so far this fall, and no snow, so there has been no interruption to farm work, which is farther advanced than usual, in spite of the labor shortage and the influenza epidemic. The weather also has been favorable for moving crops, and the Railroad Administration announces that there is little danger of a tie-up during the winter.

### Crop Conditions Excellent.

Perhaps never before at this time of the year were crop conditions so uniformly good and the prospects for large yields so promising as at present. The growing winter crop continues to make favorable progress. The change to colder and more seasonable temperatures is beneficial, especially as there is an abundance of moisture that will give the plant a good start for the winter. Fields are being freely pastured. The acreage has been largely increased. Reports from most sections are that corn husking is well advanced. The work of husking and storing of corn in cribs and granaries will probably be concluded much earlier than usual, despite the marked shortage of labor.

### Whitman Property Sold.

The property in South St. Louis which for many years has been occupied as a manufacturing plant for farm machinery by the Whitman Agricultural Co., which retired from business some time ago, has been sold to a concern which will use the plant for steel manufacturing.

The selling price is not disclosed, but it is understood the plant was valued at about \$350,000. The property is about 450,000 square feet in area, with build-

ings containing 175,000 feet of floor space. The machinery in the manufacturing plant was sold some time ago. The Whitman Co. still owns the manufacturing rights, trade marks and good will of the business, and maintains a place where parts and repairs to the Whitman line of machinery can be obtained.

### Wants Farmer Soldiers Demobilized.

Representative William B. McKinley of Illinois has asked Secretary of War Baker to hasten the demobilization of men who left the farms to enter military service. After a trip through Illinois, he states that fall and winter farm work is suffering from lack of labor.

The release of men who were taken from the farms for the army, he says, will give the farmers of the state a sufficient labor supply to catch up during the winter with all their back work and get in condition to plant the crops in the spring.

The wife of A. J. Mack, cashier for the J. I. Case Threshing Machine Co. in St. Louis, died after a short illness. Mr. Mack was transferred from the home office in Racine, Wis., a short time ago.

The influenza epidemic has seriously crippled the operating forces of the implement houses, but as the shipping business is light at this time of the year, there has not been much delay in getting out goods.

M. F. Hargett, dealer at Versailles, Mo., while on a visit to St. Louis stated that crop conditions are excellent in his section of the country, and he looks for more than an average trade in implements in the spring.

The Motor Products Corporation, St. Louis, which will manufacture motor accessories, has been incorporated by Sam Kauffman, W. A. Dunham, Henry George, A. W. Schwartz and T. W. Whinnery. Capital stock is \$200,000.



## Motor Displaces Sleigh

Less Call for the Old-Time Winter Goods—Run Light This Year.

Minneapolis, Minn., Dec. 12.—There is a little letup in the run of business being placed with the jobbing houses just now. It is late for goods to be used for field work, and even on winter goods there has not been as much call as usual. Lack of snow has held back bobs and runner goods, and if the month continues without snow there will be a light sale for the winter. After the holidays there is very little call for sleigh goods, regardless of the amount of snow then existing, for people do not buy such items as late as that. Even the present writing is getting late for them.

Changed conditions have also cut down the demand for sleigh goods, even with snow. The transition to motors has cut out a great deal of the former demand. Instead there is more call for the specialties which go with keeping motors in shape for winter driving—



# For Rugged Work— THE MAGNETO

When war raged, proved efficiency was the only thing that counted. In every branch of war-work—tanks, airplanes, ambulances, trucks, motorcycles—they depended upon magneto ignition, because they were sure of it.

Tractor service demands the same rugged strength as war service. That is why so many far-sighted tractor-makers install

## **BOSCH** MAGNETO IGNITION With Bosch Impulse Starter

as standard equipment. Bosch costs them more than ordinary ignition systems, but they consider efficiency first. So should you.

The Bosch Impulse Starter has won immediate success. This big, strong, simple device makes quick, easy starting a certainty. If the tractor you sell is not regularly equipped with a Bosch Magneto with Impulse Starter, ask the maker to install it. It will help your sales.

Specify: "Bosch Magneto Ignition" on your orders, and recommend it to your customers. Fit it to their present tractors, too; that's a hint for extra business.

*Write for the New Bosch Catalog*

**BOSCH MAGNETO CO., 228 W. 46th Street, New York**

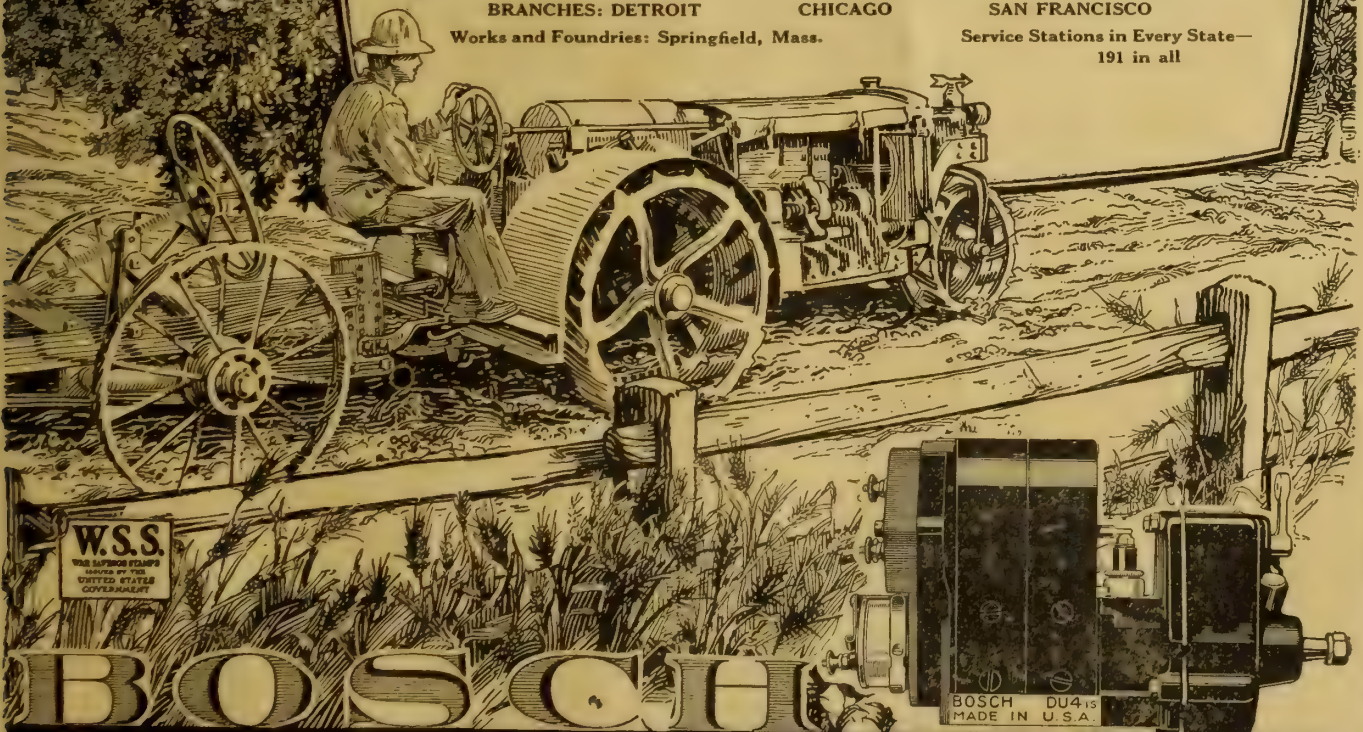
BRANCHES: DETROIT

CHICAGO

SAN FRANCISCO

Works and Foundries: Springfield, Mass.

Service Stations in Every State—  
191 in all



**BOSCH**  
**AMERICA'S SUPREME IGNITION SYSTEM**  
MOTOR TRUCKS - TRACTORS - AIRPLANES - MOTOR CARS - MOTOR BOATS - MOTORCYCLES - GAS ENGINES - ETC.



winter tops, heating devices, hood covers, and other things.

Some are hoping for lower prices, based on the fact that some makes of automobile have reduced prices since the close of the war. But it is overlooked that their prices were increased because of a sharply curtailed production which increased the overhead cost. There was no such curtailment of farm machinery, although a moderate one was ordered for the coming season, but was removed before it had been effective for any length of time. It takes some time after raw materials decline for farm machinery to be affected, and raw materials are still on the same basis of cost that they have been for some time.

### Russians Study Tractors.

M. V. Kouriavzov and B. A. Konovov,

representatives of the Russian government, have been in Minneapolis lately studying local tractors, with a view to the purchase of farm tractors for the government. They have been in this country for about a year, purchasing supplies.

### Automobile Show Date Set.

The annual automobile show of the Minneapolis Automobile Trade Association has been set tentatively for Feb. 15 to 22. The location is still in doubt, as it is uncertain whether the Overland Building at Eustis and University Avenue, St. Paul, will be vacated by the aviation school by that time or not. If not, the show may be held in the Minneapolis armory building. The display will be "automotive" and will include airplane motors as well as automobiles

and tractors. The local trade has been working upon the details of the show ever since it seemed to be possible to hold one. Word from the dealers in the interior indicates that they are anxious to attend the show and will do everything to induce the holding of a good one.

W. G. Evans, for some years traveler in North Dakota for the Moline Plow Co., has been transferred to the branch house at Minot, N. D., as assistant manager.

R. H. Proctor, manager of the Northern Rock Island Plow Co., Minneapolis, has just returned from a two weeks' trip in northern Montana, including an extended trip by automobile.

With the end of the war, there is some revival of building operations which had been under consideration some time by different implement houses. It is likely that some of the contemplated improvements may go ahead next season.

W. C. Holland has been appointed trade manager of the Minnesota Moline Plow Co., Minneapolis. Mr. Holland has heretofore been traveling salesman in Montana and western North Dakota for the company. He is succeeded on this territory by A. H. Lau, who has heretofore been doing specialty work on the road.

Merrit J. Osborn has been appointed receiver for the Nilson Tractor Co., Minneapolis, on application of J. R. Stewart. Notice has been given to creditors to file their claims within six months from Dec. 2. The receivership was named on Nov. 26. The receiver has offices for the work at the office of the company, 2628 University Avenue Southeast.

The annual convention of the Minnesota Crop Improvement Association will be held in St. Cloud, Feb. 18 to 20. Among the speakers who are expected to be on the program are President Burton of the University of Minnesota, Col. C. H. March, Prof. P. G. Holden and Commissioner Carlos Avery. A fine display of high grade pedigreed seed stock is to be shown.

### A Good Method.

Young Edgar was spending the summer on the farm and sought to assist Mr. Greenbury.

One afternoon they had been making hay while the sun shone, and, after finishing a high haystack, Edgar shouted from the top: "Say, Mr. Greenbury, how am I going to get down?"

The old farmer studied the problem a minute and finally solved it to his own satisfaction.

"Oh, jest shet yer eyes and walk around a bit!"—American Medical Journal.

### Why She Did It.

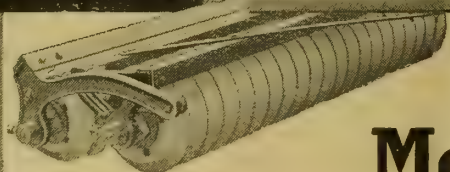
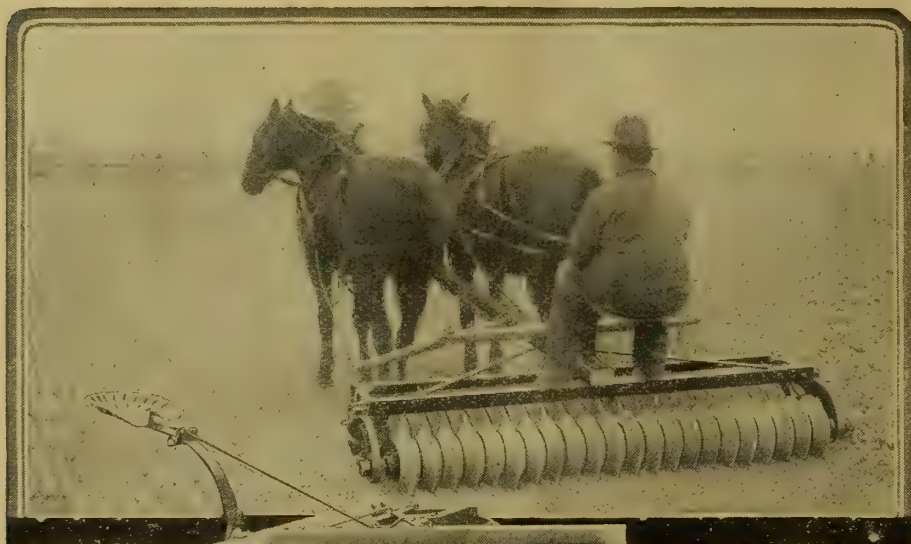
Mabel—They say that she simply threw herself at him.

Gladys—Yes. You see, she knew he was a good catch.—Pearson's Weekly.

### Not Exempt.

Madge—"Of course he's fat and bald and very young, but he adores you.

Marjorie—"I haven't turned him down altogether; I've just put him in my deferred classification."—Life.



## Pulling More Profits

That's what you are in business for, isn't it? So hitch up right now to your tractor implement line this quick, steady, profit-pulling

## Brillion Pulverizer


Best farmers already know about it through our national farm paper advertising. Just the kind of implement the Agricultural Experiment Stations have been urging them to use for thoroughly pulverizing the top soil for sprouting the seed quicker, packing the undersoil for retaining the necessary moisture for the most rapid plant growth and biggest crop yield. Drawn by team or tractor as you see here, alone or in connection with tooth harrow, disc or both.

For terms and territory write at once to I. F. Stalcup, General Sales Representative, Bloomfield, Ind. You'll want the agency.

**Brillion Iron Works, Brillion, Wis.**







# THEY'RE HERE! Thousands of Them!

**G**REATEST importation of cream separators in the history of the industry. Ship-loads of the highest class, speedy-selling separators ever shown, now ready. And United label on every one guarantees their quality, utility and their money-making power,

## Grab Opportunity's Tail and Tie "a Knot In It.

**T**HERE is big business ahead for the dealer who will apply now for the United Separator Agency—the foremost money-making opportunity for the 1918-1919 Separator season. Are you the dealer who wants the lion's share of separator business in your territory? Then get busy with the United Line. Thousands of applications will come in as the result of this ad, most likely several from your own locality. So it's going to be a case of "first come, first served." Write or wire for the United Agency Proposition at once.

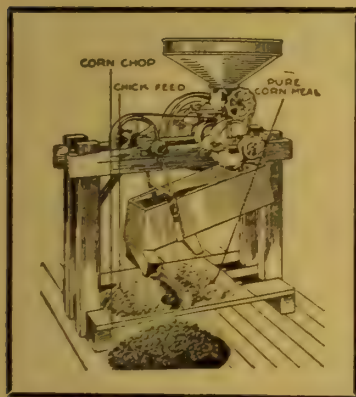


## UNITED ENGINE CO.

C. L. SPRINKLE, President  
GENERAL OFFICES, LANSING, MICHIGAN  
BRANCHES  
KANSAS CITY, MISSOURI INDEPENDENCE, IOWA

## DIABOLO SELLS FASTEST BECAUSE—

**Y**OUR customers cannot find a separator even at a much higher price than the Diabolo, that skims closer (hot or cold milk), that is easier cleaned, better built, less up-keep cost than this perfectly finished, superior-quality separator.



## Introducing the New Liberty Mill

Made in 7 Sizes

## The One Mill That Meets Every Requirement and Sells Every Prospect

Put one on your floor—display it—let your trade test it and watch the sales multiply.

This mill grinds any small grain grown, making the finest table meals and flours as well as any grade or combination of Stock Food desired.

**Made in 7 Sizes**

You can successfully meet all competition for you will have a complete line of unusual advantages.

Get our proposition and complete description of this profit maker.

## Diamond Grinder Co.

310-12 E. 4th St.

Cedar Falls, Iowa



## You get your share!

The implement dealer is dead sure to get his share of the profit if he sells the farmer a machine that helps him do his work economically every work-day in the week. The tractor that **CONTINUES** to **SERVE** is the one that pays the **DEALER** the biggest and best ultimate profits. Handle the **REED**. It combines tractor, complete plow outfit and portable power plant in one machine. One man does the driving. Kerosene is the fuel! It's been tested in fields with baked ground, stones and stumps to encounter—and comes through every time as victorious as a Yank.

If you prefer a reasonable profit on a tractor with so much **POSITIVE MERIT** that many quick sales soon follow—then we'd like to talk with you. Write

Tractor Department

**REED FOUNDRY & MACHINE COMPANY**

Kalamazoo,  
Michigan







## More Activity Apparent

Increase in Number of Dealers Who Come in Town to Buy.

Omaha-Council Bluffs, Dec. 13.—More activity is noted in the implement trade

# LIBERTY WAREHOUSE

1225-27 UNION AVENUE

Up-to-the-Minute Service. Low Insurance Rate. On Union Pacific tracks. Desirable office as well as storage space. Location best in the city for quick shipments. Reasonable rates. Choice office space available.

Phone, call or write for full information.

L. D. RICE, President

**SIMPLEX SPREADER  
MFG. CO.**

Traders Bldg., KANSAS CITY, MO.

Warehouse Located 1225-27 Union Avenue

CALL BELL PHONE GRAND 10  
HOME PHONE MAIN 6544

this week than was apparent a week ago, when very few dealers were in. More dealers have visited the jobbing district this week, and have shown greater disposition to buy. A number of dealers bought tractors during the week, and some of these reported that their tractors were already sold and that all they had to do was get them shipped out to the waiting farmer.

## Car Strike in Omaha.

Omaha struggled with a complete tie-up of street car traffic during most of last week. The street car men struck early Tuesday morning, and when people awoke and attempted to get to their work they found not a car moving in the city. The jitney busses, put out of business a year ago by a city ordinance, were revived.

Some of the automobile and truck dealers put their trucks on the street and hauled great loads of people from morning till night free of charge, merely for the advertisement it gave. Some trucks carried step ladders to help women in and out.

Appeal was made to the War Industries Board at Washington. The board reviewed the case, and telegraphed the decision that the men are in the wrong, that the company cannot be expected to operate under a closed shop plan as the men demand, and advised the men to go back to work. This the men refused to do.

## E. M. Andreesen Hurt.

Elmer M. Andreesen, president of the Lee-Coit-Andreesen Hardware Co., big hardware wholesalers in Omaha, was seriously injured Thursday morning when struck by an automobile on the streets while he was on the way to his office. Edward Hanisch was the man driving the car which struck Mr. Andreesen. He took the injured man into his

car and hurried him to Nicholas Senn Hospital. He was unconscious and an examination showed a fracture of the skull. His condition is considered serious.

## Flu Still Rampant.

C. S. Morgans, manager for R. Herschel Mfg. Co., had to divide his time last week between his office and his home where Mrs. Morgans and the children were all sick with influenza. Mrs. Morgans was seriously ill for a time, but all are doing nicely now.

Frank Prazek of the Fajman Motor Co., Clarkson, Neb., has been ill with influenza. A. C. Fajman of the same company has been nursing his wife and children through a siege of the same illness.

Waldo Hancock of the Herman Implement Co., Herman, Neb., has been ill for some time with influenza.

A. L. Daniels of Fremont, Neb., and S. C. Manifold of Coin, Ia., travelers for the J. I. Case Plow Works, have been off the road for some time with the malady.

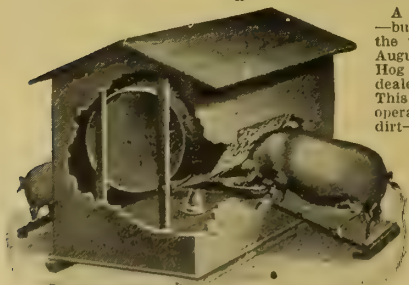
William Empke, dealer of Crookston, Neb., who was in Omaha during the week buying some tractors and other stocks, said the influenza is playing havoc with Indians in that section and that they are dying by the scores. He says they refuse to take medicine and refuse to be put to bed. Mr. Empke said it is not an uncommon sight to see them drop in the streets.

Frank Wolf and Joseph Vitek of the firm of Wolf & Vitek, Clarkson, Neb., have both been seriously ill with influenza. Mr. Vitek managed to get back to the shop last week, but Mr. Wolf was still reported sick. Mr. Wolf was confined to his home about six weeks.

W. H. Gibson of Dodge, Neb., has sold out his implement business, and will go on a farm in the spring.



Dealers Making PROFITS  
on Burrell Hog Raising  
Specialties—



A summer and winter hog fountain—built on the right principle—that keeps the water warm in January and cool in August—that is the X-L-All Non-Freezing Hog Fountain. That is the fountain dealers are selling with great success. This hog fountain stays sold. Low operating cost—portable—no valves—no dirt—can't freeze.

## DIAMOND B LINE

The "Diamond B" dealers enjoy good business—have satisfied customers—and earn worthwhile profits—because they handle the most practical line of hog raising specialties. Lazy Hog Oiling Gates, Single and Double Oilers, Anti-Rooter, Hog Catcher, Feeders, Fountains and Hog Troughs—each one highly improved—comprise the "Diamond B" line. Write today and ask for our 1919 Dealer's Proposition.

WRITE FOR DEALER'S PROPOSITION.

**BURRELL MFG. & SUPPLY HOUSE**  
DEPT. I-T, KANKAKEE, ILLINOIS

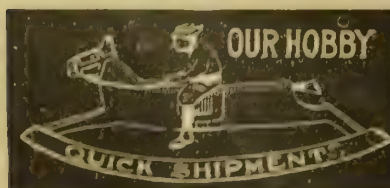
## Sanders Disc Plows

**M**OLDBOARD Tractor Plows are sure to fail to work in many places. The next thing to do is to get Sanders Tractor Disc Plows.

Or, it would be better to get Sanders Disc Plows in the beginning, thereby saving much trouble and the cost of the moldboard plow.

**Newell Sanders Plow Company**  
Chattanooga, Tenn.

Let the Classified Columns take care of your wants.  
Quick Action at Minimum Cost.  
Send it Today—Only 2c per word.



## D. C. R. TANK HEATER

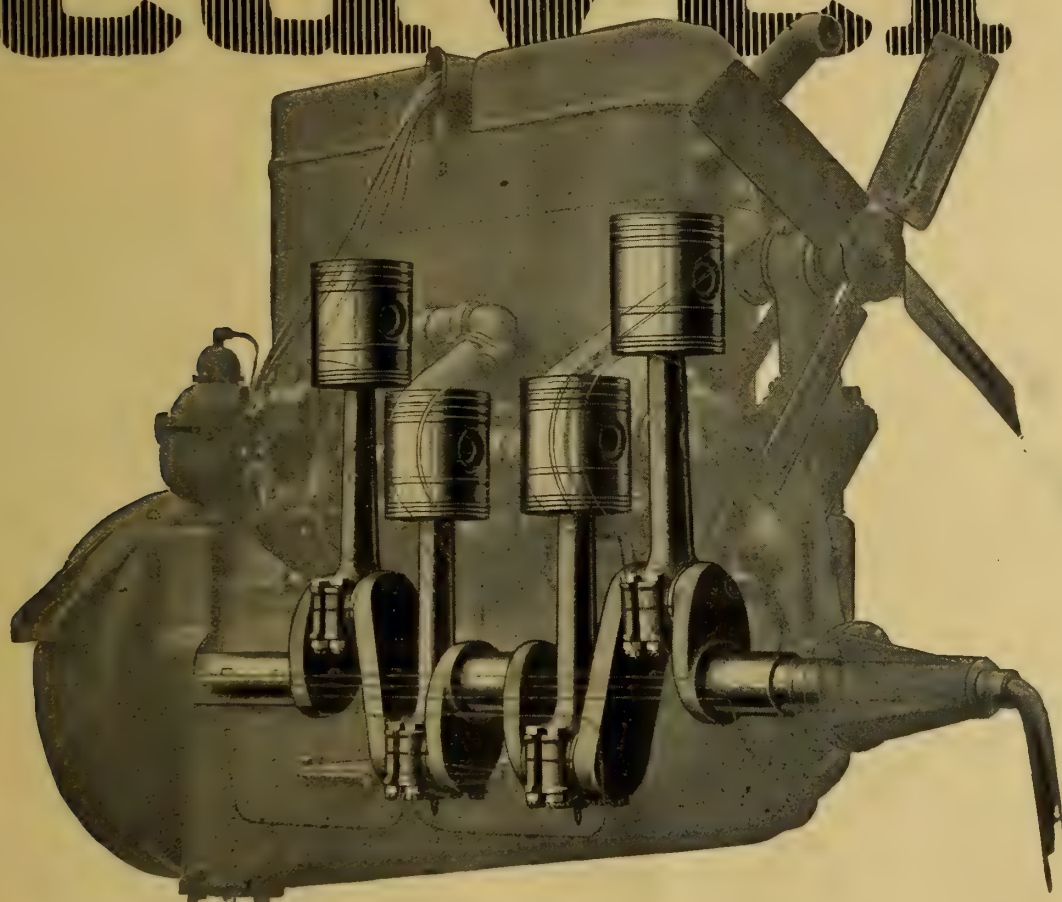
One of the best on the market. One sale brings others. Order a sample and "capture" the Tank Heater business.

MAIL ORDERS SHIPPED PROMPTLY

**STOWE**  
KANSAS CITY



# THE TRACTOR ENGINE Beaver



## Beaver Crankshaft Big-as-Your-Wrist

The first time you get a chance, grasp the great BEAVER crankshaft in your two hands—see if you can close your fingers around it. You'll know then what we mean by BEAVER "bigness"! You may never afterward be able to remember the diameter in inches, *but you'll never forget the "feel" of its mammoth strength.*

A crankshaft big-as-your-wrist! Connecting rods, pistons, wrist pins, bearings—all working parts built on a scale you have *never seen* in such an engine! The minute you look at it, you sense its extraordinary power. You know it must be able to per-

*form.* Your respect for the tractor in which you find it goes *up.*

BEAVER Engine is not only a brute for strength but a bulldog for stick-to-it-iveness. It is a valve-in-head engine, burning kerosene. Its oiling and cooling are *marvels of certainty.* The almost instant accessibility to every wearing surface would decide you in favor of BEAVER if it had no other feature!

Several history-making tractors of 3-4 plow capacity use BEAVER Engine, and others will have it. If you sell one of these makes your customers will find themselves in possession of a power plant that will be the envy of their neighbors.

BEAVER MANUFACTURING CO.  
Milwaukee, Wisc.



# "NORMA"

## PRECISION BALL BEARINGS

(Patented)



The lowest cost per mile or per hour of service—the times make this an ideal toward which builders and users of cars, trucks, tractors, power boats and airplanes must strive. And in the effort toward its attainment, no small part is played by the electrical equipment of these automotive units.

Dependable ignition and dependable lighting are prime essentials to dependable, low-cost service. Which explains why builders of high-grade ignition apparatus and lighting generators, in standardizing on "NORMA" Ball Bearings, have so generally availed themselves of the proved "NORMA" dependability in speed service.

BE SURE. See that your Electrical Apparatus is "NORMA" equipped.

**THE NORMA COMPANY  
OF AMERICA**  
1790 BROADWAY  
NEW YORK

**BALL, ROLLER, THRUST, COMBINATION  
BEARINGS.**



## Morris V. Smith Is Dead

Was the President of the Western Implement & Tractor Co.

Denver, Col., Dec. 12.—Morris V. Smith, president and general manager of the Western Implement & Tractor Co., died at his home here last Sunday following an illness of less than a week. His death was due to pneumonia which was brought on by an attack of influenza.

Mr. Smith was 31 years old. He was widely known throughout the West and had many friends in the implement industry who will feel that his death is a distinct loss. Due to his energy the business of the firm which he founded gained an important rank in the Denver trade section.

Mr. Smith's company handled the International and McCormick lines, both general and tractors, and also the Bates Steel Mule Tractor. The firm handled the transfer business of the Oliver Chilled Plow Works, J. I. Case Plow Works, the Mountain State Tractor Co. and the distributors of the Fordson tractors.

## Influenza Slows Up Trade.

Owing to the general prevalence of influenza throughout Colorado, trade has been considerably slower although there is a considerable volume of goods moving. Travelers do not find conditions in the smaller towns very good as these points have suffered heavily in the second wave of the epidemic which is now beginning to subside. The outlook, however, is by no means unfavorable at this time. Collections continue fair. The previously mentioned conditions are bearing considerably upon collections but a slight improvement is now indicated.

## Denver Tractor Club Active.

The Denver Tractor Club since its first meeting Nov. 18 has proven itself to be a very live organization. The membership now comprises practically all of the city and state distributors who are evidencing much interest in the many subjects now before the organization. The club is to hold another meeting this week.

## Excellent Crop Prospects.

Many farmers are now plowing, a recent warm period having removed the frost from the ground in many sections of the state. The crop prospects at this period in previous years have never been better.

The dealers are reporting plenty of prospects these days indicating that the winter season will not mark an entire slowing up of the tractor work in Colorado.

## AMONG THE DEALERS

### Nebraska.

Platte Center.—Hanzel Implement Store is successor to A. Hass.

### Minnesota.

Dundee.—Dundee Implement Co. is successor to F. A. Wolfe.

Ulen.—Ulen Hardware & Implement Co. is successor to Skrein & Beiersgord.

Ulen.—Ulen Hardware & Implement Co. purchased the stock of John Pitsenbarger which included heavy farm implements, gasoline engines, cream separators and washing machines.

Cass Lake.—George Birtch will move his stock, which includes heavy farm implements, gasoline engines, cream separators and washing machines, to a new location.

Spring Valley.—D. M. Peshak purchased the hardware stock of S. C. Lobdill and requests catalogs on gasoline engines and washing machines.

## Wichita Supply Co.

**BELTING, PACKING, WIRE  
CABLE, THRESHER SUPPLIES**

Phone M. 537

Wichita, Kas.

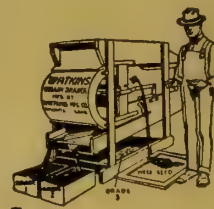
## BULLER-COUPLER



A perfect, automatic hitch for Tractors, Trucks, Automobiles, Threshers. Can be easily attached to any tractor, truck or trailer.

A STANDARD EQUIPMENT.

**BULLER COUPLER COMPANY**  
Hillsboro, Kansas



## Watkins Grain Grader

Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

Large Capacity

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

**Watkins Mfg. Co.** 242 South Wichita St.  
WICHITA, KANS.

**S-M-C**  
Trade Mark, Reg. U. S. Pat. Office

## ASBESTOS BRAKE LINING

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.

We can make any width up to 6 ins.

**STAYBESTOS MFG. CO.**

5549 Lena St.

Philadelphia



**F**OR more years than most of us can remember, the names, **Kentucky, Hoosier and Empire** have stood for the best that could be produced in seeding machinery. They are old friends of the farmers everywhere. Probably you did your first seeding with one yourself. Noble qualities take years to come to the surface and these fine old drills are now coming into the full harvest of their popularity.

Don't try to introduce strangers to your customers. Make your store the home of the old, well-known lines. Their friends will then become yours. The good old reputation of **Kentucky, Hoosier and Empire**, kept good by quality and made known by advertising, is at your service. Your trade will ask nothing better than **Kentucky, Hoosier and Empire drills and broadcast seeders**. Now is the time to secure contracts for 1919. Your order will be taken care of promptly.

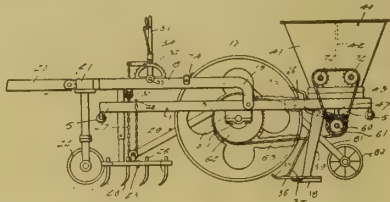
**International Harvester Company of America**  
(Incorporated)  
Chicago U S A



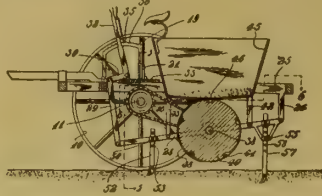


# Implement and Tractor Patents Issued October 22, 1918

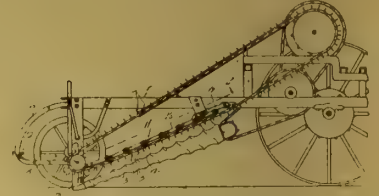
1,282,124. PLANTER. CHARLES M. PHILLIPS, St. Louis, Mich. Filed Dec. 20, 1917. Serial No. 209,504. (Cl. 111-1.)



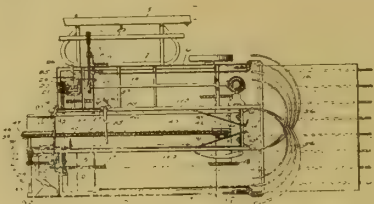
1,282,126. PLANTER. JOSEPH PRIESNITZ, Olmitz, Kans. Filed Dec. 6, 1916. Serial No. 135,335. (Cl. 111-63.)



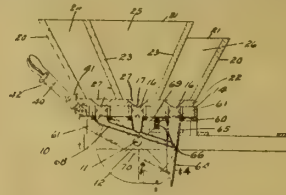
1,282,205. BEET-CONVEYING MECHANISM. JOHN A. FANGER, deceased, Kalida, Ohio, by Maria Anna Fanger, administratrix, Kalida, Ohio, assignor to The Fanger Beet Harvester Co., Toledo, Ohio, a Corporation of Ohio. Filed Apr. 12, 1917. Serial No. 161,515. Renewed Jan. 4, 1918. Serial No. 210,407. (Cl. 193-8.)



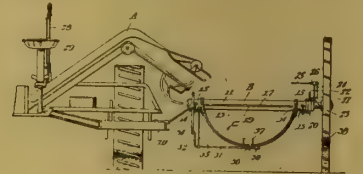
1,282,308. GRAIN-STOCKER. MARION G. SLAWSON, Girard, Kans. Filed July 26, 1917. Serial No. 182,850. (Cl. 56-121.)



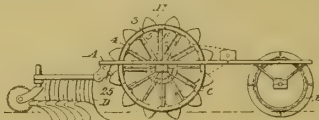
1,282,139. COMBINED SEEDING-MACHINE AND MANURE-SPREADER. PETER TARGOSKY, Cleveland, Ohio. Filed Oct. 15, 1917. Serial No. 196,621. (Cl. 275-2.)



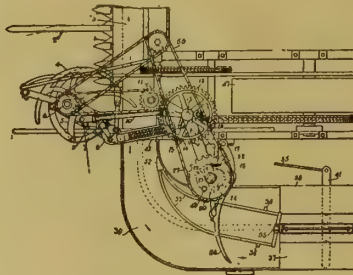
1,282,545. GRAIN-STOCKER. ANTON CZERNICK, Regina, Saskatchewan, Canada. Filed Mar. 29, 1918. Serial No. 225,590. (Cl. 56-121.)



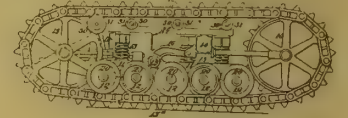
1,282,119. MOTOR-DRIVEN PLOW TRACTION-WHEEL. WILLIAM PATERSON and MAY H. PATERSON, Oakland, Cal. Filed May 14, 1917. Serial No. 168,620. (Cl. 97-63.)



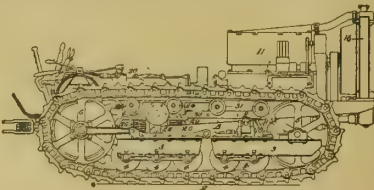
1,282,045. MACHINE FOR HARVESTING GRAIN. LINDLEY CLARK, Xenia, Ohio. Filed Mar. 19, 1917. Serial No. 155,677. Renewed July 1, 1918. Serial No. 242,937. (Cl. 56-121.)



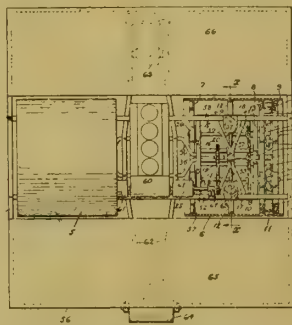
1,282,327. TRACTOR TRUCK MECHANISM. WILLIAM TURNBULL, Peoria, Ill., assignor to The Holt Manufacturing Company, Stockton, Cal., a Corporation of California. Filed June 2, 1917. Serial No. 172,400. (Cl. 21-150.)



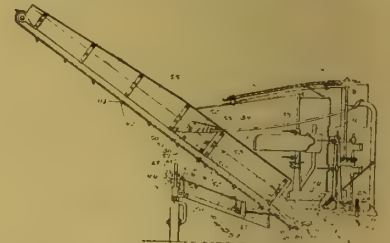
1,282,328. TRACTION-ENGINE FRAME. WILLIAM TURNBULL, Peoria, Ill., assignor to The Holt Manufacturing Company, Stockton, Cal., a Corporation of California. Original application filed Feb. 10, 1916, Serial No. 77,382. Divided and this application filed Dec. 26, 1917. Serial No. 208,956. (Cl. 180-9.)



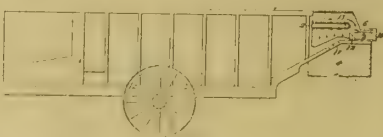
1,282,329. TRACTOR. WILLIAM TURNER, Wenatchee, Wash. Filed May 29, 1916. Serial No. 100,668. (Cl. 180-10.)



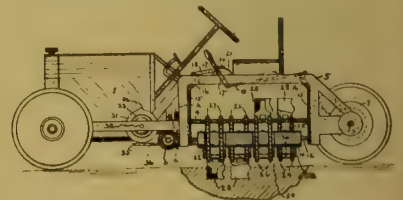
1,282,031. CORN-HARVESTER. BERT R. BENJAMIN, Oak Park, Ill., assignor to International Harvester Company of New Jersey, a Corporation of New Jersey. Filed Dec. 8, 1915. Serial No. 65,693. (Cl. 56-107.)



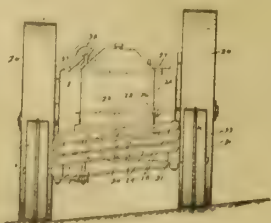
1,282,422. COMBINED HARVESTER. BEN C. HOLT, Spokane, Wash., assignor to The Holt Manufacturing Company, Stockton, Cal., a Corporation of California. Filed Dec. 12, 1916. Serial No. 136,547. (Cl. 56-29.)



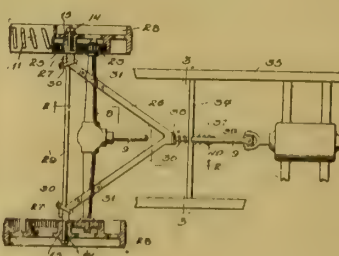
1,282,377. PLOWING-MACHINE. CARL GEORGE CARLBERG, Omaha, Nebr. Filed Sept. 1, 1916. Serial No. 118,015. (Cl. 97-66.)



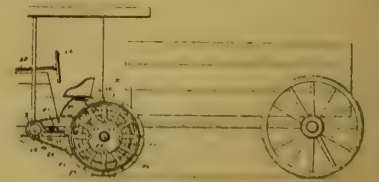
1,282,667. TRACTOR. EDWIN G. ADAMS, McMinnville, Oreg. Filed Mar. 11, 1918. Serial No. 221,816. (Cl. 180-41.)



1,282,683. TRACTOR DEVICE. JAMES R. FOUCH, Los Angeles, Cal. Original application filed Feb. 7, 1916, Serial No. 76,551. Divided and this application filed Feb. 13, 1917. Serial No. 148,424. (Cl. 180-16.)



1,282,964. COMBINATION TRUCK AND TRACTOR. JOHN FROELICH, St. Paul, Minn., assignor to Leslie S. Hackney, St. Paul, Minn. Filed May 10, 1915. Serial No. 27,070. (Cl. 180-88.)





## ANSWERS

### This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### Z144A for Sulky Plow.

ELQUEST HARDWARE CO., Torrington,

## CULLMAN SPROCKETS AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver-Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand.

Catalog  
CULLMAN WHEEL CO.  
1347 Altgeld Street, CHICAGO



## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—

There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within safe, easy, quick reach of clerks and stock-keepers—it saves unlimited time and gives your customers better service.

Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

F.E. MYERS & BRO.  
ASHLAND OHIO.

## Sheet Metal Stampings

Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding.

Estimates cheerfully furnished on your requirements

The Bossert Corporation  
UTICA, N. Y.

Wyo.: Z144A is a wheel box for a sulky plow made by the Racine-Sattley Co. Repairs can be furnished by the Omaha Western Sales Co., Omaha, Neb.

### DH49 and DH56 for Disk Harrow.

TRAVIS & ROBINSON, Westboro, Mo.: DH49 is a standard cap and DH56 is a standard journal spool for a disk harrow made by the Peru Plow & Wheel Co., Peru, Ill. Repairs can be supplied by the Martin & Kennedy Co., Kansas City, Mo.

### Nos. 57 and 65 for Grinder.

H. T. DANTON, McPaul, Ia.: Nos. 57 and 65 are burrs for a grinder made by the Western Mercantile Co., Kansas City, Mo., where your order has been sent.

### Repairs for Jones Elevator.

THE FARMERS' SUPPLY CO., Shenandoah, Ia.: Repairs for the Jones elevator can be obtained from the Fremont Mfg. Co., Fremont, Neb.

### P373 for Disk Harrow.

J. H. GWYNN & SON, Yorktown, Ia.: P373 is a thimble for a disk harrow made by the Massey-Harris Harvester Co., Batavia, N. Y. Repairs can be supplied by the Lininger Implement Co., Omaha, Neb.

### Repairs for Temple Engine.

J. C. BRYNGELSON, Callaway, Minn.: The Temple engine was made by the Temple Mfg. Co. This company is now out of business and repairs cannot be obtained.

### NA3 and NA15 for Sulky Plow.

COFFMAN, BOBBITT & SPARKS CO., Ada, Okla.: NA3 is a beam bracket and NA15 is a land ratchet for a sulky plow made by the Eagle Mfg. Co., Muskogee, Okla., where repairs can be obtained.

### No. 436 for Drag Harrow.

J. E. McCANDLISS, Denver, Col.: No. 436 is a ratchet for a lever on a drag harrow made by the J. I. Case Plow Works, Racine, Wis. Repairs can be supplied by the J. I. Case Plow Works, Kansas City, Mo.

### BB77 for Lawn Mower.

D. A. CHILDERS, La-Grange, Mo.: BB77 is a right side plate for a lawn mower made by the Dille & Maguire Mfg. Co., Richmond, Ind., where your order has been sent.

### Jenkins Valves.

ED. THOS. HRUBESKY, Schuyler, Neb.: The Jenkins valves are made by the Jenkins Bros., 80 White St., New York City.

### Spring Motors.

AIR-COOLED REFRIGERATOR CO., Tucumcari, N. M.: Spring motors are made by the following companies: The Hedason Mfg. Co., New Haven, Conn.; H. C. Thompson Clock Co., Bristol, Conn.; H. G. Saal Co., Chicago, Ill., and American Watch Tool Co., Waltham, Mass.

### PA1049 for Disk Harrow.

J. H. GWYNN & SON, Yorktown, Ia.: PA1049 is a bearing and standard for a disk harrow made by the International Harvester Co., Chicago, Ill. Repairs can be furnished by the International Harvester Co., Omaha, Neb.

### Captain Bill Sulky Plow.

C. J. COONEY, St. Paul, Kan.: Repairs for the Captain Bill sulky plow can be obtained from the Martin & Kennedy Co., Kansas City, Mo.

### H29 for Lever Harrow.

THE WESTERN WINDMILL CO., Lubbock, Tex.: H29 is a quadrant for a lever harrow made by the Emerson-Brantingham Implement Co., Rockford, Ill. Your order has been sent to the Emerson-Brantingham Implement Co., Dallas, Tex.

### WHO KNOWS ABOUT THIS?

BEN BROLIEN, Tongmont, Colo., asks where repairs for the Ward gasoline engine can be obtained.

## Malleable Iron Castings

QUALITY AND SERVICE

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## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year.



Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing. We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws. Write AERMOTOR CO., 2500 Twelfth St., Chicago



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### CAN'T BE BEAT

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### CENTER-DRIVE PUMP JACK No 2



Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the cheapest jack—special features unequalled at any price—the one compelling pump jack value.

You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

HAYES PUMP & PLANTER CO., Galva, Ill.

MEYERCORD  
GENUINE

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QUICK SERVICE  
"AMERICAN MADE"



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

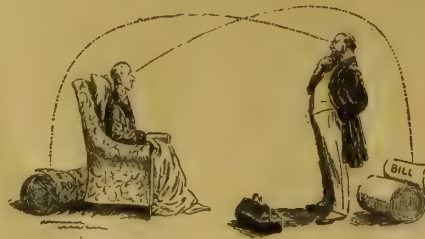
## The Wrong State.

An agricultural paper says there are six thousand farms in North Carolina without a single cow. A whole lot of middle aged city men who were reared upon farms and forced to do the milking will feel that they were born in the wrong state.—Kansas City Journal.

## Their Identity.

"Papa, what are villagers?"  
 "They are people, my son, who are supposed to say 'Gosh all hemlock!' and 'Wa-al, I swan!' but don't."—Country Gentleman.

## A DELICATE MATTER



Doctor and Patient—Wish I knew how much it is.—Life.

## Had Thought of It.

"And when I marry your daughter, will you settle anything on us?"  
 "I'd like to."  
 "You'd like to?"  
 "Yes, I'd really like to settle the phonograph and the girl's mother on you, my boy."—Yonkers Statesman.

## Fortunate.

Stella—"Mabel needs a lot of candles on her birthday cake."  
 Belle—"Fortunately for her it falls on a lightless night."—New York Sun.

## WANTS and OPPORTUNITIES

["Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—The only Implement and Coal Yard in a good, clean town. The Panhandle Agricultural College located here, good school, two churches. Good farming country. Good location for another hardware stock. Good reason for selling. No trade, one-half cash, balance time to suit. J. C. Smith, Goodwell, Oklahoma. 12-14-2t

**Closing Out Sale of Well Tools**—Having discontinued our Well Machine Department, we offer at sacrifice prices our large stock of well drillers' tools and equipment. Detailed inventory will be sent on application. Will sell stock in lots to suit purchasers. Austin Manufacturing Company, 910 South Michigan Avenue, Chicago. 12-14-1t

**For Sale**—Carriage, implement and blacksmith business in a lively town of 6,000. Railroad center, located on Colorado River. Fine farming country, healthy. Doing a good business. Will sell half interest or the entire business. Good reason for selling. Address all letters to P. O. Box 608, Smithville, Texas. 12-7-tf

**For Sale**—Large stock of hardware, implements and furniture; small town, high school, fine country, no competition. Invoice \$14,000. Must sell on account owner's death. Address M. Carrier Estate, Lone Elm, Kansas. 12-7-2t

**For Sale**—3-3/4 in. Peter Schuttler wagon, 10% less than wholesale price, as I am over-stocked on them. Address J. J. Staska, Weston, Neb. 12-7-2t

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. 12-7-2t

**An Opportunity**—A well established heavy hardware and implement business for sale in one of the best cities of the west, surrounded by a large, rich territory in Sunny Colorado. The future of this business is bright and the climate unsurpassed. Ask us for reason for selling. Address The Brinkley-Curd Hardware and Implement Company, 215 West Third Street, Pueblo, Colorado. 11-30-3t

## POSITIONS WANTED.

**Wanted**—Position as manager or salesman in retail hardware and implement house. Thorough experience. Can furnish first class references. Prefer Southwest Missouri or Northwest Arkansas. Address "Springfield, Mo.," care Implement & Tractor Trade Journal. 12-7-3t

**Wanted**—Position in export department of tractor company, by man 28 years old, with three years' experience selling tractors and implements in Spanish speaking

country. Knows English (was educated in U. S.) and ways to deal with Latin-Americans that will increase sales down south. Address A. M. C., care Implement & Tractor Trade Journal, Kansas City, Mo. 12-7-tf

**Position Wanted**—Office Manager desires change. 20 years' experience in Purchasing, Sales and Accounting work. Proven Results. Permanent position with reliable firm. Reason for changing—Address O. M., Implement & Tractor Trade Journal. 11-30-3t

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. 12-7-tf

**Tractor Executive Available**—A practical, experienced, tractor man is available for connection with a live and growing tractor or tractor accessory manufacturer. Has been Sales and Advertising Manager of two tractor companies. One in California and one in Chicago. Both well known firms. Now is Secretary and Sales Manager of tractor sales company in the South. Inability to stand climate and personal reasons as well, make a change to the North desirable. Married. Above present draft age and most likely to be exempt from military duties. This man knows tractors from the mechanical standpoint as well as from the viewpoint of sales. Qualified to assume complete management of a company or the management of any department, preferably sales or advertising. Will be in the North very soon and will be glad to arrange personal interviews with those desiring them. For further information write J. K. R., care Implement & Tractor Trade Journal, Kansas City, Mo. 12-7-tf

**Will Consider New Position**—A young man, college graduate, with several years experience in selling tractors, road and ditching machinery, will consider a connection with a well established tractor or full line company. Has successfully handled tractor sales both on the territory and in executive capacity. Experienced in calling on jobbers and in building up a dealer organization. Knows the value of advertising and how to take advantage of it in selling. Now employed, but anxious to make new connection with broader opportunities. Address "Confidential," care of Implement & Tractor Trade Journal. 12-14-3t

## HELP WANTED.

**Wanted**—Experienced man to work in retail implement store; state age and salary wanted in first letter. Address C40, Implement and Tractor Trade Journal. 12-14-3t

**Wanted**—Advertising Manager. Excellent opportunity for man with ability. Address W. K. M., Implement and Tractor Trade Journal. 12-14-2t

**Wanted**—First class tractor salesman (none other need apply) with leading implement firm in Omaha. Good territory. Address Box LL, Union Station, Omaha, Neb. 12-7-tf

**Wanted**—Two men for retail hardware help. One able to handle pipe work and guttering. The other for general store work. Write, stating wages expected, age and experience. Address Block-Way Hardware Company, Walters, Okla. 12-7-2t

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Real Salesman Wanted**—Old line Threshing Machine company desires to get in touch with real salesmen. Mighty good opportunity to tie up to a permanent job with possibilities limited only by employee's ability. Give all facts in first letter. Address W. R. S., Implement and Tractor Trade Journal. 12-7-tf

**Three Experts Wanted Immediately**—Men with high grade mechanical ability in motor mechanic and tractor lines, capable of putting up a good job and in supervising departments training men who may be called into Government service. Such men of leadership and ability who measure up to the standards of war service will be considered for responsible positions drawing good salaries and where their abilities will be in the limelight and quickly recognized. Will appreciate assistance of any manufacturers who can direct such men to apply. State full particulars and experience in first letter. Address "H. G.," Implement & Tractor Trade Journal. 12-7-tf

## MISCELLANEOUS.

**Wanted to Exchange**—Implement or Implement and Hardware business for good income property in Kansas City, Missouri. Thirty-five or sixty thousand dollar deal. Dehoney Hay & Grain Co., Station "A," Kansas City, Mo. 12-14-1t

**Extra Money For Live Salesmen**—Wide awake salesmen are wanted to sell a red hot side line product to tractor and implement jobbers and dealers. Will not interfere in any way with present work. No bulky samples to carry. This product, though new, has proved to be an indispensable and staple supply for every farmer or individual who handles machinery. Appeals instantly to the dealer because he can use it to great advantage in keeping his own machinery stock in good order. There's a mighty good profit for the salesman and dealer with unlimited opportunities for repeat orders and growth of a steady volume of business. Absolutely no worry or trouble in handling and selling this side line. After introduction sales will automatically multiply. This is a safe and conservative proposition. For full particulars address C. W. H., care of the Implement & Tractor Trade Journal. 12-7-tf

**Will Trade For Stock**—One of the large implement jobbers has a 1,200-acre stock ranch 100 miles east of Kansas City on the main line of the Rock Island; about 300 acres in cultivation, the balance pasture; fenced and cross fenced with hog-tight barb wire and woven wire; two full sets of improvements. This is an excellent stock ranch; cheap at \$30,000, clear of encumbrance and they would be willing to trade for a good stock of farm implements well located in any good farming district either in the Kansas City or Omaha territories. Object would be with the right stock and the right location to locate a retail implement house. The ranch can be divided into two, one of 720 acres and the other of 480 acres, each well improved. Anyone interested address L. E. A., care Implement & Tractor Trade Journal, 1112 Woodman Bldg., Omaha, Neb. 12-7-4t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.



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OMAHA

KANSAS CITY

MINNEAPOLIS

## Work for the Crippled Soldiers

**W**E must count on the return from the front of thousands of crippled soldiers. We must plan to give them on their return the best possible chance for the future. Dependence cannot be placed on monetary compensation in the form of a pension, for in the past the pension system has proved a distinct failure insofar as constructive ends are in-

By Douglas C. McMurtrie

Director Red Cross Institute for Crippled and Disabled Men, New York City.

for making him happy and contented.

Soon after the outbreak of hostilities the European countries began the establishment of vocational training schools for the rehabilitation of disabled soldiers. They had both the humanitarian aim of restoring crippled

their time in the public squares. He therefore induced the municipal council to open an industrial school for war cripples which has proved the example and inspiration for hundreds of similar schools since founded throughout France, Italy, Germany, Great Britain and Canada.

The disability of some crippled soldiers is no bar to returning to their



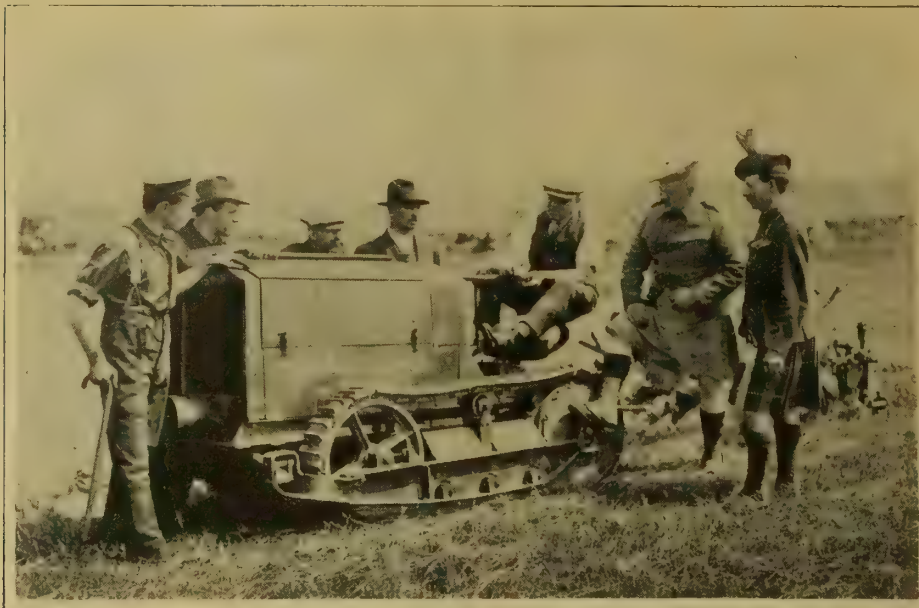
WITH THE AID OF A PROPERLY CONSTRUCTED ARTIFICIAL LIMB THIS WAR CRIPPLE IS A THOROUGHLY EFFICIENT TRACTOR OPERATOR

involved. The pension has never been enough to support in decency the average disabled soldier, but it has been just large enough to act as an incentive to idleness and semi-dependence on relatives or friends. The only compensation of real value for physical disability is rehabilitation for self-support. Make a man again capable of earning his own living and the chief burden of his handicap drops away. Occupation is, further, the only means

men to the greatest possible degree and the economic aim of sparing the community the burden of unproductivity on the part of thousands of its best citizens. The movement had its inception with Mayor Edouard Herriot of the city of Lyons, France, who found it difficult to reconcile the desperate need for labor in the factories and munition works while men who had lost an arm or a leg but were otherwise strong and well were idling

former trade, but the injuries of many disqualify them from pursuing again their past occupation. The schools of training prepare these men for some work in which their physical handicap will not materially interfere with their production. The education of the adult is made up largely of his working experience. The groundwork of training in his past occupation must under no circumstances be abandoned. The new trade must be related to the





A COMMON SCENE IN CANADA, WHERE REHABILITATION WORK IS FAR ADVANCED

former one or be, perhaps, an extension or specialization of it. For example, a man who had done manual work in the building trades may by instruction in architectural drafting and the interpretation of plans be fitted for a foreman's job, in which the lack of an arm would not prove of serious handicap. A trainman who had lost a leg might wisely be prepared as a telegrapher, so that he could go back to railroad work, with the practice of which he is already familiar. Whatever training is given must be thorough, for an adult cannot be sent out to employment on the same basis as a boy apprentice. He must be adequately prepared for the work he is to undertake.

#### Modern Appliances Are Amazing.

The one-armed soldier is equipped with working appliances which have supplanted the old familiar artificial limb. The new appliances are designed with a practical aim only in view; they vary according to the trade in which the individual is to engage. For example, the appliance for a machinist would be quite different from that with which a wood turner would be provided. Some appliances have attached to the stump a chuck in which various tools or hooks can interchangeably be held. The wearer uses these devices only while at work; for evenings and holidays he is provided with a "dress arm" which is made in imitation of the lost natural member.

An important factor in the success of re-educational work is an early start, so that the disabled man shall have no chance to go out unemployed into the community. In even a short period of exposure to the sentimental sympathy of family and friends, his "will to work" is so broken down that it becomes difficult again to restore

him to a stand of independence and ambition. For this reason, therefore, the plan for his future is made at as early a date as his physical condition admits, and training is actually under way before the patient is out of the hospital.

In the readjustment of the crippled soldier to civilian life, his placement in employment is a matter of the greatest moment. In this field the employer has a very definite responsibility. But the employer's duty, however, is not entirely obvious. It is, on the contrary, almost diametrically opposite to what one might superficially infer it to be. The duty is not to "take care of" from patriotic motives, a given number of disabled men, finding for them any odd jobs which are available, and putting the ex-soldiers in them without much regard to whether they can earn the wages paid or not.

#### Don't Pauperize the War Cripple.

Yet this method is all too common. A local committee of employers will deliberate about as follows: "Here are a dozen crippled soldiers for whom we must find jobs. Jones, you have a large factory; you should be able to take care of six of them. Brown, can you not find places for four of them in your warehouse? And Smith, you ought to place at least a couple in your store." Such a procedure cannot have other than pernicious results. In the first years of war the spirit of patriotism runs high, but experience has shown that men placed on this basis alone find themselves out of a job after the war has been over several years, or in fact, after it has been in progress for a considerable period of time.

A second weakness in this method is

that a man who is patronized by giving him a charity job, comes to expect as a right such semi-gratuitous support. Such a situation breaks down rather than builds up character, and makes the man progressively a weaker rather than a stronger member of the community. We must not do our returned men such injury. The third difficulty is that such a system does not take into account the man's future. Casual placement makes employment either in a make-shift job as watchman or elevator operator such as we should certainly not offer our disabled men except as a last resort—or in a job beyond the man, one in which, on the cold-blooded considerations of product and wages, he cannot hold his own. Jobs of the first type have for the worker a future of monotony and discouragement. Jobs of the second type are frequently disastrous, for in them a man, instead of becoming steadily more competent and building up confidence in himself, stands still as regards improvement and loses confidence every day. When he is dropped or goes to some other employment, the job will have had for him no permanent benefit.

Twelve men sent to twelve jobs may all be seriously misplaced, while the same twelve placed with thought and wisdom and differently assigned to the same twelve jobs may be ideally located. If normal workers require expert and careful placement, crippled candidates for employment require it even more. The positive aspect of the employer's duty is to find for the disabled man a constructive job which he can hold on the basis of competency alone. In such a job he can be self-respecting, be happy, and look forward to a future. This is the definite patriotic duty. It is not so easy of execution as telling a superintendent to take care of four men, but there is infinitely more satisfaction to the employer in the results, and infinitely greater advantage to the employee. And it is entirely practical, even in dealing with seriously disabled men.

A cripple is only debarred by his disability from performing certain operations. In the operations which he can perform, the disabled man will be just as efficient as his non-handicapped colleague, or more so. In the multiplicity of modern industrial processes it is entirely possible to find jobs not requiring the operations from which any given type of cripples are debarred. For such jobs as they can fill the cripple should be given preference.

This, then, constitutes the charge of patriotic duty upon the employer: To study the jobs under his jurisdiction; to determine what ones might be satisfactorily held by cripples.



# QUELLERS OF THE HUN TO CONQUER THE SOIL

SOME criticism has been directed at the Government for its alleged failure to provide in advance for the returned soldiers. It is to be doubted whether any substantial ground exists for such a charge. The energies of the country were so con-



FRANKLIN K. LANE

Secretary of Interior, Who Has Had More Vision on Providing for the Soldiers Than Any Other Man in Official Life

centrated upon the determination to win the war that little room, apparently, was left to lay plans for procedure following victory.

However, back in May, 1918, there was one man of high place who gave serious and constructive thought to the problem which, he was far-sighted enough to know, would some day have to be met. This man was Franklin K. Lane, Secretary of Interior, one of the two or three strongest men in President Wilson's cabinet.

Thus a good many months ago Secretary Lane addressed himself to the task of making certain that the soldiers, who have made such sacrifices for the country, shall not go unrewarded. Yet it was more than a reward that he planned to extend. For such services as they gave there is no real reward. All the country can do is to express its gratitude as warmly and as wisely as possible.

The Secretary believed that the best plan to be made for the soldiers, and at the same time for the country,

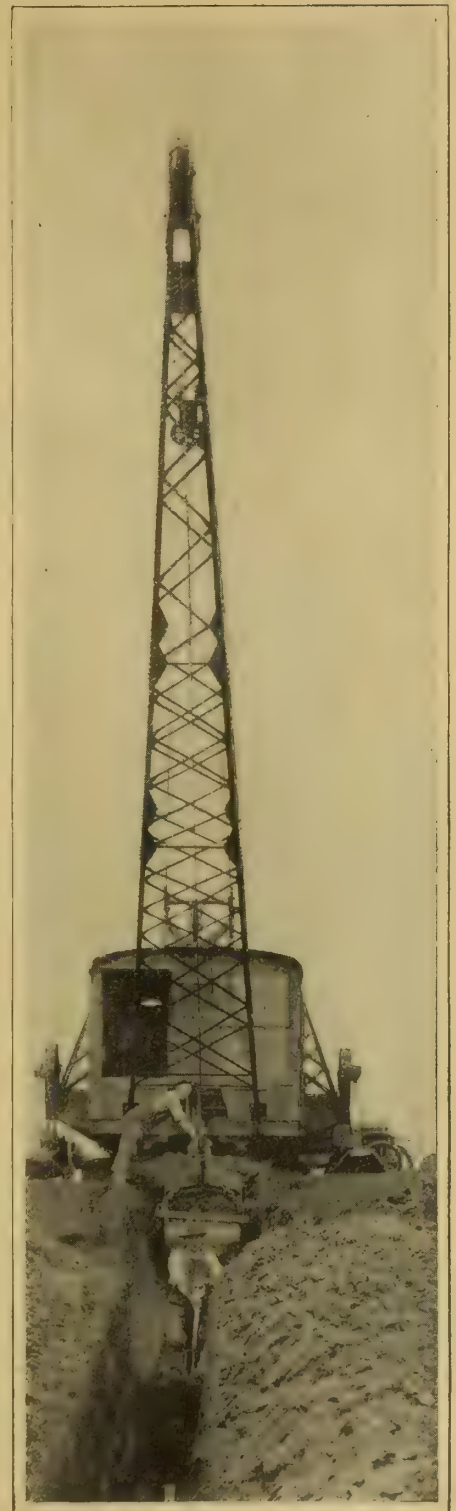
must contemplate settling them as independent proprietors upon the land—that is, for the men who are agriculturally trained, or who have agricultural leanings, as many thousands who have never been on the farm, are said to have. On this phase of the subject he said: "He is not to be given a bounty. He is not to be made to feel that he is a dependent. On the contrary, he is to continue, in a sense, in the service of the Government. Instead of destroying our enemies, he is to develop our resources."

Surely such an aim cannot fail to meet the approval of the typical American. The Yanks who fought through such fierce engagements as Chateau-Thierry and the Argonne won over the enemy, in large part, because their individuality was hampered only by the necessities of military discipline. Beyond that they could "go as far as they liked"—and they went. That spirit defeated the German, who could not understand it.

To the implement man, particularly, the plan of the Secretary is fascinating. Those of this industry know the importance of agriculture more thoroughly than any other group in America. That is true from the very nature of their business. They are fairly well versed in the agricultural development possibilities of the country. Swift's wise and famous saw about "making two blades of grass grow where but one grew before" comes home to them vividly. It is with this belief in view that the Implement & Tractor Trade Journal presents Secretary Lane's report to the President virtually in full. It is a subject in which every farm equipment man has every reason for practical interest. The report follows:

Washington, May 31, 1918.—My Dear Mr. President: I believe the time has come when we should give thought to the preparation of plans for providing opportunity for our soldiers returning from the war. Because this department has handled similar problems, I consider it my duty to bring this matter to the attention of yourself and Congress.

Every country has found itself face to face with this situation at the close of a great war. From Rome under Caesar to France under Napoleon, down even to our own Civil war, the problem arose as to what could be done with the soldiers to be mustered out of military service.



THIS DITCH WILL DRAIN A MARSH AND RECLAIM 1,000 ACRES OF MINNESOTA LAND

At the close of the Civil war America faced a somewhat similar situation. But fortunately at that time the public domain offered opportunity to the homere-turning soldiers. The great part the veterans of that war played in developing the West is one of our epics.

The homestead law had been signed by Lincoln in the second year of the war, so that out of our wealth in lands we had farms to offer the million of veterans. It was also the era of trans-continental railway construction. It was likewise the period of rapid, yet broad



## WHERE ALLIGATORS NOW BASK WE SHALL SEE FARMS



—Copyright, Underwood & Underwood

Land-swindlers have found the Florida Everglades a fertile field for their operations. The region has thus been the victim of the proverbial "black-eye." Just the same, if taken out of the hands of private schemers and developed in a big way for the benefit of the country, this land can be drained. Without much doubt Uncle Sam will set his hand to the job and the once dismal home of the alligator will become the delightful home of the returned soldier and his family. What would a country like Holland, for instance, do with such a land as this? Develop and farm it, of course. That is what this country will do under a broad reconstruction program.

and full, development of towns and communities and states.

### Soldiers Will Turn to the Open.

To the great number of returning soldiers land will offer the great and fundamental opportunity. The experience of wars points out the lesson that our service men, because of army life, with its openness and activity, will largely seek out-of-doors vocations and occupations. This fact is accepted by the Allied European nations. That is why their programs and policies of relocating and readjustment emphasize the opportunities on the land for the returning soldier. The question then is, What land can be made available for farm homes for our soldiers?

We do not have the bountiful public domain of the sixties and seventies. In

a literal sense, for the use of it on a generous scale for soldier farm homes as in the sixties, the public domain is gone. The official figures at the end of the fiscal year, June 30, 1917, show this:

We have unappropriated land in the continental United States to the amount of 230,657,755 acres. It is safe to say that not one-half of this land will ever prove to be cultivable in any sense. So we have no land in any way comparable to that in the public domain when Appomattox came and men turned westward with army rifle and roll blanket to begin life anew.

While we do not have that matchless public domain of 1865, we do have millions of acres of undeveloped lands that can be made available for our home-coming soldiers. We have arid lands in the West; cut-over lands in the Northwest,

Lake states, and South; and also swamp lands in the Middle West and South, which can be made available through the proper development.

Much of this land can be made suitable for farm homes if properly handled, but it will require that each type of land be dealt with in its own particular fashion. The arid land will require water, the cut-over land will require clearing, and the swamp land must be drained. Without any of these aids they remain largely "no man's land." The solution of these problems is no new thing. In the admirable achievement of the Reclamation Service in reclamation and drainage we have abundant proof of what can be done.

### Fifteen Million Acres Irrigable.

Looking toward the construction of additional projects, I am glad to say that plans and investigations have been under way for some time. A survey and study has been in the course of consummation by the Reclamation Service on the Great Colorado Basin. That great project, I believe, will appeal to the new spirit of America. It would mean the conquest of an empire in the Southwest. It is believed that more than 3,000,000 acres of arid land could be reclaimed by the completion of the Upper and Lower Colorado Basin projects.

It has been officially estimated that more than 15,000,000 acres of irrigable land now remain in the Government's hands. This is the great remaining storehouse of Government land for reclamation. Under what policy and program millions of these acres could be reclaimed for future farms and homes, remains for legislation to determine. The amount of swamp and cut-over lands in the United States that can be made available for farming is extensive. Just how much there is has never been determined with any degree of accuracy.

For that reason in considering its use, it would be necessary to work out a policy between the private owners and the Government, unless the land was purchased. It has been estimated that the total area of swamp and overflowed lands in the United States is between 70,000,000 and 80,000,000 acres. Of this amount it is stated that about "60,000,000 acres can be reclaimed and made profitable for agriculture." The undeveloped swamp lands lie chiefly in Florida, in the states along the Atlantic and Gulf coasts, in the Mississippi Delta, and in Missouri, Indiana, Michigan, Minnesota, Wisconsin and California.

### Low and Cut-Over Lands.

What amount of land in its natural state unfit for farm homes can be made suitable for cultivation by drainage only thorough surveys and studies can develop. We know that authentic figures show that more than 15,000,000 acres have been reclaimed for profitable farming, most of which lies in the Mississippi River Valley.

The amount of cut-over lands in the United States, of course, it is impossible even in approximation to estimate. These lands, however, lie largely in the South Atlantic and Gulf states, the Lake states, and the Northwestern states. A rough estimate of their number is about 200,000,000 acres; that is, of land suitable for agricultural development. Substantially all this cut-over or logged-off land is in private ownership. The failure of



this land to be developed is largely due to inadequate method of approach.

Unless a new policy of development is worked out in cooperation between the Federal Government, the states, and the individual owners, a greater part of it will remain unsettled and uncultivated. The undeveloped cut-over lands lie chiefly in the Pacific Northwest (particularly in Washington and Oregon), in the Lake states (Minnesota, Michigan, and Wisconsin), and in the South Atlantic and Gulf Coastal states (Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, and Texas).

Any plan for the development of land for the returning soldier will come face to face with the fact that a new policy will have to meet the new conditions. The era of free or cheap land in the United States has passed. We must meet the new conditions of developing lands in advance—security must to a degree displace speculation. Some of the defects in our old system have been described by Dr. Elwood Mead in these words:

#### What Science Should Have Done.

"Science [should] have gone hand in hand with the settlement of the arid and semi-arid country, and all that science could give would have been utilized, first, in the creation of the conditions of settlement and then in aiding the settler in difficult tasks. Because nothing was done, these heroic but uninformed souls were bedeviled by the winds, cold, drouth, and insect pests. They wasted their efforts, lost their hopes and ambitions, and a tragic percentage left, impoverished and embittered. The tragic part of this history is that nearly all this suffering and loss could have been avoided under a carefully thought-out plan of development."

There are certain tendencies which we ought to face frankly in our consideration of a policy for land to the homecoming soldier. First, the drift to farm tenancy. The experience of the world shows without question that the happiest people, the best farms, and the soundest political conditions are found where the farmer owns the home and the farm lands. The growth of tenancy in America shows an increase of 32 percent for the 20 years between 1890 and 1910. Second, the drift to urban life.

In 1880 of the total population of the United States 29.5 percent of our people resided in cities and 70.5 percent in the country. At the census of 1910, 46.3 percent resided in cities and 53.7 percent remained in the country. It is evident that since the war in Europe there has been a decided increase in the trend toward the city because of industrial conditions. The adoption by the United States of new policies in its land development plans for returning veterans will also contribute to the amelioration of these two dangers to American life.

#### When Sold After Development.

A plan of land development, whereby land is developed in large areas subdivided into individual farms, then sold to actual bona fide farmers on a long-time payment basis, has been in force not only in the United States under the reclamation act, but also in many other countries for several years. It has proved a distinct success.

In Denmark, Ireland, New Zealand, and the Australian Commonwealth it has

completely changed the land situation. One of the new features of this plan is that holders are aided in improving and cultivating the farm. In a word, there is organized community development. Its beneficial results have been well described by the Canadian commission which was appointed to investigate its results in New Zealand in these words:

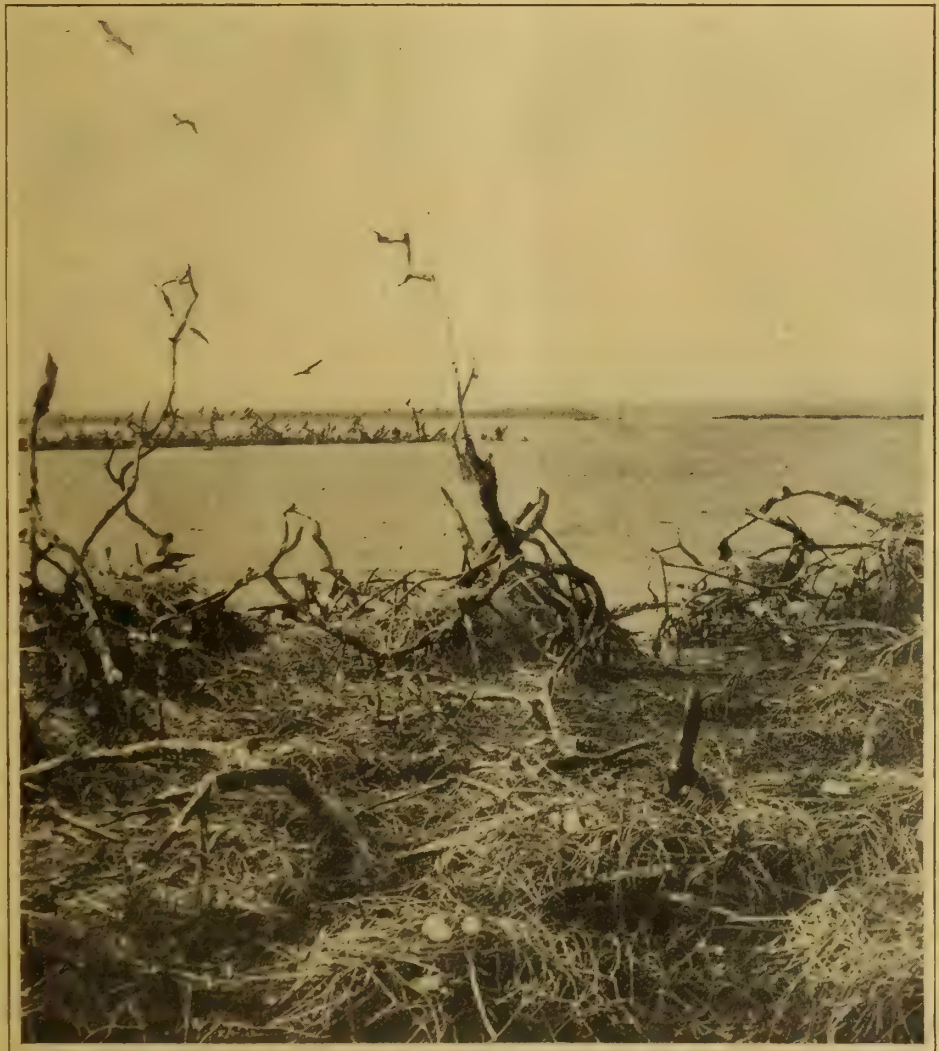
" \* \* \* The farmers have built better houses or remodeled their old ones; brought a larger acreage of land under cultivation that would otherwise be lying idle; have bought and kept better live stock; have bought and urged more labor-saving machinery on the farms and in the houses. \* \* \* They keep more

sheep and pigs and have so largely increased the revenue from their farms on the mortgages and adopt a higher standard of living, and a better one. Throughout the country a higher and better civilization is gradually being evolved; the young men and women who are growing up are happy and contented to remain at home on the farm and find ample time and opportunity for recreation and entertainment."

#### Our Only Frontier Is Alaska.

It may be said that this country, outside of Alaska, has no frontier today. Of course, Alaska will still offer opportunity for a pioneer life. And, of course,

### THE PELICAN MAY HAVE TO SEEK OTHER APARTMENTS



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Franklin K. Lane, Secretary of the Interior, says: "It has been estimated that the total area of swamp and overflowed lands in the United States is between 70,000,000 and 80,000,000 acres. Of this amount it is stated that about '60,000,000 acres can be reclaimed and made profitable for agriculture.'" To the man acquainted only with upland agriculture the picture above does not suggest many farming possibilities. It was taken in the swamps of lower Louisiana, inhabited mostly by pelicans and other fauna peculiar to that region. Nevertheless, the experts insist that it can be drained and, because of its fertile muck which needs only to be dried out somewhat, made wonderfully productive. Thus this now desolate place, and others like it, may be the home of generations to come. It lies directly in the path of reconstruction. Stranger things happen.



## THIS EXCAVATOR IS DRAINING A MISSOURI SLOUGH



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For the purpose of draining a slough this gigantic excavator was recently set to work in Missouri. The ditch is 25 feet deep and it is confidently expected that the area thus relieved of its surplus moisture will produce heavily. Thousands of such local projects will be put through.

that they are able to meet the payments Alaska likewise has yet unknown remarkable agricultural possibilities, but unless we make possible the development of this land by the men who de-

sire their life in that field, we will lose a great national opportunity.

This is an immediate duty. It will be too late to plan for these things when the war is over. Our thought now

## IMPOUNDS ENOUGH WATER TO IRRIGATE HALF A COUNTY



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An up-river view of the Roosevelt Dam, across the Salt River in Arizona. Height, 284 feet; length, 1,080 feet; irrigation capacity of the lake impounded, 1,300,000 acre-feet. An electric power house is operated by the spill. Water from this dam has already made 200,000 acres productive. When the service is complete 20,000 acres will be added.

should be given to the problem. And I therefore desire to bring to your mind the wisdom of immediately supplying the Interior Department with a sufficient fund with which to make the necessary surveys and studies.

We should know by the time the war ends, not merely how much arid land can be irrigated, nor how much swamp land reclaimed, nor where the grazing land is and how many cattle it will support, nor how much cut-over land can be cleared, but we should know with definiteness where it is practicable to begin new irrigation projects, what the character of the land is, what the nature of the improvements needed will be, and what the cost will be. We should know also, not in a general way but with particularity, what definite areas of swamp land may be reclaimed, how they can be drained, what the cost of the drainage will be, what crops they will raise.

We should have in mind specific areas of grazing lands, with a knowledge of the cattle which are best adapted to them and the practicability of supporting a family upon them. So, too, with our cut-over lands. We should know what it would cost to pull or blow out stumps and to put the lands into condition for a farm home.

## Must Plan Ahead Like Washington.

And all this should be done upon a definite planning basis. We should think as carefully of each one of these projects as George Washington thought of the planning of the city of Washington. We should know what it will cost to buy these lands if they are in private hands. In short, at the conclusion of the war the United States should be able to say to its returned soldiers: "If you wish to go upon a farm, here are a variety of farms of which you may take your pick, which the Government has prepared against the time of your returning."

I do not mean by this to carry the implication that we should do any other work now than the work of planning. A very small sum of money put into the hands of men of thought, experience, and vision will give us a program which will make us feel entirely confident that we are not to be submerged industrially or otherwise by labor which we will not be able to absorb, or that we would be in a condition where we would show a lack of respect for those who return as heroes but who will be without means of immediate self-support.

A million or two dollars, if appropriated now, will put this work well under way.

This plan does not contemplate anything like charity to the soldier. He is not to be given a bounty. He is not to be made to feel that he is a dependent.

## Is Not a Utopian Vision.

The work that is to be done, other than the planning, should be done by the soldier himself. The dam or the irrigation project should be built by him, the canals, the ditches, the breaking of the land and the building of the houses should, under proper direction, be his occupation. He should be allowed to make his own home, cared for while he is doing it, and given an interest in the land for which he can pay through a long period of years, perhaps 40 or 40 years.

(Continued on page 62)





# WHAT RECONSTRUCTION MEANS TO AMERICA

It Is Not Alone the Restoration of Devastated Europe to Which Energy Must Be Turned, But Also to the Development and Reclamation of Our Own Waste Places

**T**WO major problems are before the world today: That of a righteous and effective peace settlement, and that of a just and practical program for reconstruction. In its definite aspects the first lies jointly in the hands of the statesmen gathered at Versailles and the national legislatures which must ratify the action taken at the conference. The second problem must be worked out by the people of the world.

A number of different things are suggested to different minds by the word "reconstruction." Obviously it means the building up of that which has been torn down. Belgium, northern France, northern Italy, Poland, Russia, Armenia, all must be restored insofar as possible. This work is so vast as to be incomprehensible. The human mind can conceive only part of it at a time.

Yet the work of reconstruction will not be confined to the regions that have been devastated by Germany. That is only a portion of it. And there are many things which Germany destroyed that cannot be restored. Lives, for instance, and broken bodies, and confidence in the German name and nation. These are irreparable. The daily press and the magazines have dwelt so much upon the more spectacular phases of the subject that its other phases, just as important and imperative, have not received their share of consideration.

## Many Problems in One.

For the purpose of bringing the matter nearer home the Implement & Tractor Trade Journal chooses to consider those kinds of reconstruction which mainly concern America and the farm equipment industry, without forgetting the world view. The sooner Americans of every walk address their thoughts and acts to the solution of this great problem, which resolves itself into so many lesser problems, the

sooner we shall be doing our duty to ourselves and to the world.

It would be easy to sentimentalize over what the Nation owes to her returned soldiers. But they do not want sentimentality. They are men. This country owes them a very definite duty. In a sense which no stay-at-home can share to the full, they are entitled to all that is good in life. It must be made the business of the American people to see that they have it. Not only that; far more attention than ever must be directed toward meeting the obligation of the Nation to all of its citizens. After all, the Government of the United States is the servant of the people; it is the business of the people to see that it serves them well.

So the term "reconstruction," as employed in America, must be made to include reclamation. It can still be said with truth that our resources have scarcely been scratched. Yet we have much want and poverty and idleness, not to be explained by the familiar excuse that the victims are responsible for their own condition.

## Talk Will Become Action.

That is true only in part and it is the privilege of the people, through their Government, to develop all we hold in common for the common good. Socialism? Not at all. It is merely the new attitude which our working together to win the war has brought about. Business men have been talking for years about more and more cooperation. That talk shall be translated into action, in a bigger and broader way than ever before.

Following the struggle between the states, the soldiers turned to the vast and fertile West. They and their descendants, for the larger part, developed the West to what it is now. With our large cities, our vast industries, our fertile farms and luxuries of modern life, it is natural for us to entertain the fallacy that most of our de-

velopment possibilities have been met. Not so. We still have too many thousand acres of waste land that can be made to produce. What we have done up to this point is crude as compared with what we have yet to do.

The West, in the "wild-and-woolly" sense, is gone. But there are vast areas in nearly every part of the country that are still sparsely settled, or not settled at all. In their rather feverish efforts to rush across the continent, some of our homeseekers have overlooked opportunities lying nearer home. Consider the Ozark region of Missouri and Arkansas; consider the swamp lands and abandoned farms of the Eastern states and the South. These are yet to be won to the service of man.

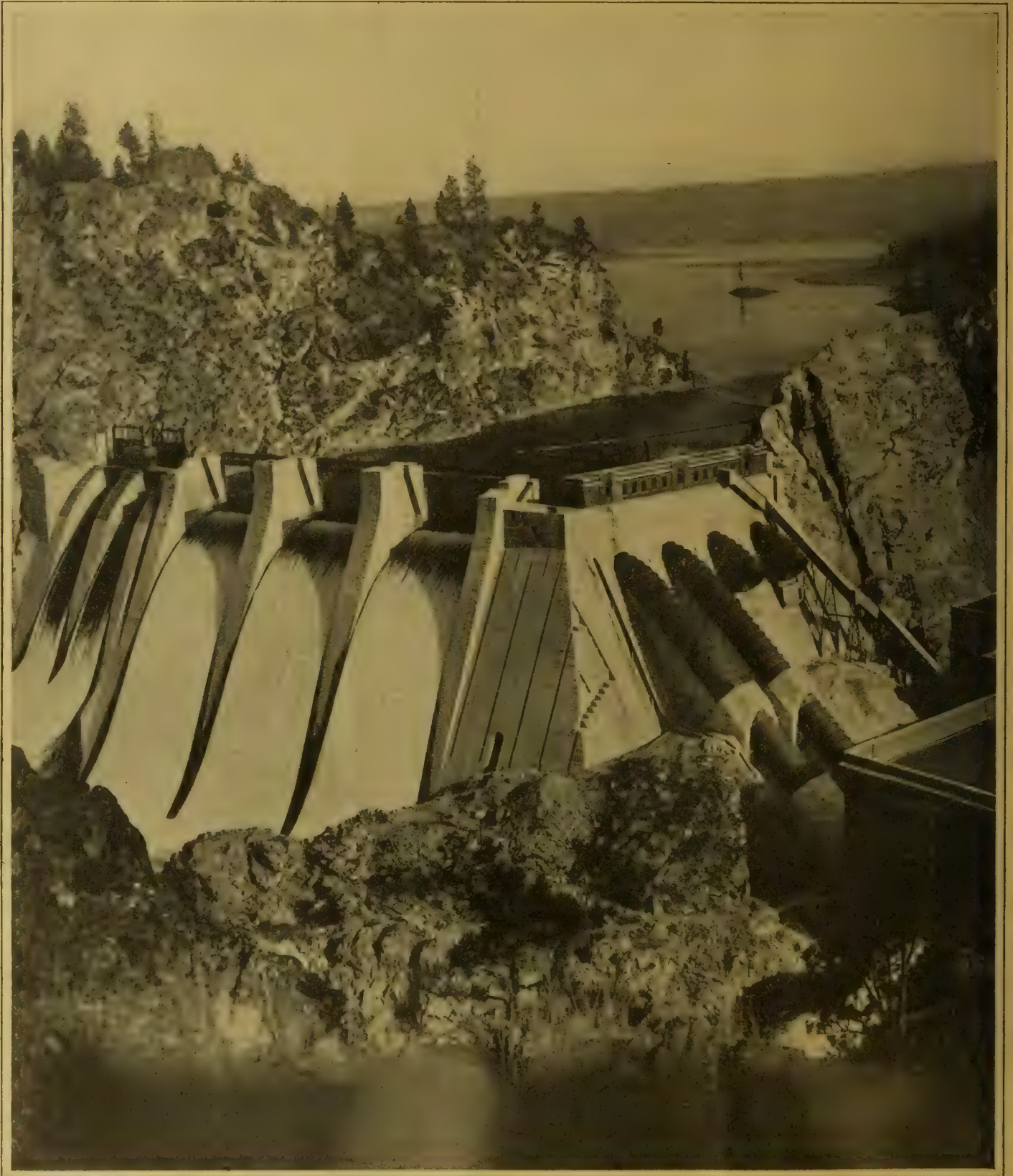
## Full of Daring and Courage.

Most of these things were plain to observers before the war. But the war impetus will accelerate their realization immensely. The two million young Americans back from France will be full of daring and courage. They are of the stuff of which pioneers are made, and pioneers, be it remembered, are not necessarily people who fight Indians; often they ride about the country in Pullman cars. It is the spirit within them that counts.

To the man who makes or sells implements the meaning of all this that lies just ahead should be especially clear. He can see farms where no farms exist now. He can see the waste places more fruitful. He can see the new American merchant marine carrying American products and ideas to all corners of the world. Rivers, roads, industries of every kind, are sure to be used and built to a degree of collective activity that the Nation or the world has not yet known. Can there be any doubt, then, as to the duty of every individual in this industry? None.



## THE ENGINEERS BUILT IT IN THE FORM OF A RIGHT-ANGLE



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Long Lake Dam, in Washington, though not the largest, is one of the most remarkable irrigation and power projects in the United States. For reasons best known to the engineers in charge, the structure was built in the form of a right-angle. The great aprons of water flowing over the three large and the two smaller spillways present an unusually striking appearance. The big, round flumes lead a heavy head of water to the hydraulic generators of the power house below, at the right of the picture. This immense plant was built by the Washington Water Power Co. Long Lake is only twenty-five miles from Spokane, as the crow flies, but more than twice that distance by rail. The plant supplies current for lighting that city and nearby towns.



## THE TOP OF THIS STRUCTURE IS USED AS A VIADUCT



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Behold an example of the magnificent work that man can do in his conquest of Nature. This picturesque view of the viaduct over Elephant Butte Dam, in New Mexico, indicates something of the vast scope and unusual character of that enterprise conducted by the United States Government. This is one of the largest and newest structures of the kind in the country. Thousands of farms have already been furnished with water from the great reservoir behind the dam and the service will be increased. The dam was built across a narrow neck of the Rio Grande formed by two mountainous shoulders between which the river ran. A great lake has been "backed up" behind the dam, thus giving a marine touch to the hitherto desert scenery in that section.



## A CONCRETE "CORK," 328 FEET HIGH, BETWEEN BEETLING CRAGS



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Wedged into a deep canyon which separates two masses of beetling crags, this dam forms a lake that furnishes water for a large area of what was once absolutely desert land. It is the Shoshone River Dam in Wyoming. It is 328 feet high and the water below the spillways boils like a cauldron. This is one of the many great irrigation works of the Northwest which supply water, or will supply it when they are completed, for thousands of intensively cultivated farms, capable of sustaining a far greater population than is now living in that part of the country. The field for this sort of development scarcely has a limit. They tell us that Alaska is our only frontier. Perhaps so, but it does not seem that the American people need worry about lack of national "jobs."



## WHAT REAL DEVELOPMENT MEANS TO ANY FAVORED REGION



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If a flyer were to steer his plane at a comparatively low altitude over Whitehall, N. Y., this is how the landscape would appear to him. Six miles of the new barge canal are plainly visible. Also a section of the old canal is to be seen across the foreground. Wood Creek crosses and recrosses Champlain Canal, which connects Lake Champlain and the Hudson, 80 miles apart. The total mileage of the New York State system of navigable inland waterways is 532. The principal artificial tributaries are the Oswego and the Cayuga-Seneca canals. Though not a part of the main-line canal, the Champlain barge-way is an important part of the system and will aid substantially in relieving the railroads of a vast quantity of rough, yet important, traffic.



# INDUSTRIES ORGANIZE FOR THE NEW ERA

Unlimited Expansion of All American Business  
Is the Keynote of the Conference in Atlantic City

A NEW and powerful federation of American industries was created at the Reconstruction Congress of Industrial War Service Committees, held at Atlantic City, N. J., early this month. This association, made up of the nearly 400 War Service Committees that were formed under the direction of the Chamber of Commerce of the United States, was created by the committees to act in the future as the spokesman for industry before the Government just as the committees acted separately as the point of contact between industry and the Government during the war period.

The Federation voted to function under direction of a committee of the Chamber of Commerce and it will have back of it and serving it the Chamber's organization. When necessary it will have, too, the benefit of the weight of the expression of the membership of the Chamber. The chairman of the War Service Committees will sit as an industrial advisory council to the organization.

The views of this assemblage of industries respecting industrial readjustment were expressed at Atlantic City in a series of resolutions covering the most important subjects that today engage the attention of business men. These resolutions, most of them adopted without a dissenting voice, are given in full as follows:

## Cancellations of War Contracts.

It is in the public interest that all war orders placed by any contracting agency of the Government and accepted in good faith, whether formally and regularly executed or not, should, upon cancellation by such contracting agency, be promptly and equitably adjusted and satisfied as if every formality had been observed, and when so adjusted the amount ascertained to be due by the Government should be promptly paid, to the end that these funds may be utilized by the industries of the country to speed their transition from a war to a peace basis.

If it should be ascertained that legislation is necessary or desirable to accomplish this end, Congress should forthwith enact such legislation.

Officials dealing with questions of adjustment on account of war orders must necessarily be familiar with all the conditions affecting the orders. It will greatly promote expedition and the interests of both the Government and private enterprise for the officials who made the contracts to remain in the Government service to participate in the readjustment.

## Surplus Government Supplies.

Under date of November, 1918, the Secretary of War issued a public statement, in which he said: "To prevent too violent dislocation of industry from the standpoint of both employe and employer, accumulations by the War Department of either raw material or finished products will be distributed when and where liquidation of such supplies will least interfere with the return of industry to normal conditions." Such action would seem to insure the stability of the industries affected, which fully appreciate this liberal position.

## From the Federation Chief

**An implement dealer, to meet the demands of the reconstruction period, has more to do than ever. A dealer who sits around now and waits for prices to recede will be run over or run out before he realizes what has happened.**

**Our country will be required to provide more food stuff for the next twelve months than ever before. Prices for these products will be good. Demands for implements will be larger for 1919 than they have been for 1918, as prices are more stabilized, more money to buy with and less implements to fill the orders, caused from accumulated stocks being depleted and less material for manufacturers by the time they could use it for spring trade.**

**Dealers should get their spring requirements as early as possible and make them reasonably sufficient to take care of a fair size trade.**

**This is one spring when a dealer wants to sell all he receives, but be sure to buy sufficient to take care of his requirements. We as dealers must not be contented to help win this war and then sit down and say we have done our duty. We still have important work to do in helping this whole universe, and we feel sure our dealers will be found doing their part as they have always done.**

Yours truly

**T. J. TURLEY**

President, National Federation of Implement  
and Vehicle Dealers' Associations.

ment of either raw material or finished products will be distributed when and where liquidation of such supplies will least interfere with the return of industry to normal conditions." Such action would seem to insure the stability of the industries affected, which fully appreciate this liberal position.

Therefore, the War Service Commit-

tees of American industries hereby tender to the War Department their services on behalf of their respective industries for the purpose of advising with and assisting the War Department in the disposition of such materials.

It is in the public interest that all war regulations of industry should be revoked, and all war restrictions on industry should be removed, as speedily as practicable, save in the case of such industries as are engaged in the production, preparation or distribution of foods, feeds, and fuel and such last-named group of industries should be freed from war regulations and restrictions as early as consistent with the welfare of this Nation and of the Allies.

## Pivotal Industries.

Conditions brought upon us by the European war at its beginning, as well as our national necessities after we entered the war, made it of the highest importance that a number of industries should at once be developed in the United States. Large investments, both of capital and skill, have since been production of some of them, relatively small in themselves, the continuation of some of our largest industries has depended. Some of the recently developed industries have national importance in fields much broader than the markets of their products; for they may serve, for example, to promote scientific research, which will add to national efficiency, resources, and wealth in many distinct ways.

It becomes essential, therefore, that the government should at once proceed to ascertain the industries which have been developed during the European war and ascertain those the maintenance of which is indispensable for the safety of our industrial structure and our military establishment.

When these pivotal industries have been ascertained, means suitable in view of their nature and situations should at once be provided for their encouragement and preservation.

## Industrial Cooperation.

The war has demonstrated that through industrial cooperation great economies may be achieved, waste eliminated and efficiency increased. The Nation should not forget, but rather should capitalize, these lessons by adapting effective war practices to peace conditions through permitting reasonable cooperation between units of industry under appropriate Federal supervision. It is in the public interest that reasonable trade agreements should be entered into, but the failure of the Government either clearly to define the dividing line between those agreements which are, and those which are not, in unreasonable restraint of commerce, or to provide an agency to speak for it on application of those proposing to enter into such agreement, in effect restricts wholesome cooperation and deprives both industry



and the general public of its benefits. The conditions incident to the period of readjustment renders it imperative that all obstacles to reasonable cooperation be immediately removed through appropriate legislation.

### Federal Trade Commission.

The Federal Trade Commission was advocated by the President, and was created as an agency to make the administration of our trust legislation explicit and intelligible, and to provide "the advice, the definite guidance and information" which business enterprises require. The normal importance of the Commission's task is now tremendously increased by the imperative need for wholehearted and sympathetic cooperation between Government and industry, especially during the readjustment period, and suggests the desirability of the two existing vacancies in the Commission's membership being promptly filled with able men of broad business experience and clear vision, prepared to assist actively in discharging these tasks along constructive lines.

### Industrial Relations.

The convention heartily endorses in letter and spirit the principles of the industrial creed so clearly and forcibly stated in the paper read to it Thursday morning by John D. Rockefeller, Jr., and urges upon all units of industry, where they may not now be employed, the application of such principles. Without approving or rejecting his particular plan or machinery, the principles advanced by Mr. Rockefeller are as follows:

1. Labor and capital are partners, not enemies; their interests are common interests, not opposed, and neither can attain the fullest measure of prosperity at the expense of the other, but only in association with the other.

2. The purpose of industry is quite as much to advance social well-being as material well-being and in the pursuit of that purpose the interests of the community should be carefully considered. the well-being of the employes as respects living and working conditions should be fully guarded, management should be adequately recognized and capital should be justly compensated, and failure in any of these particulars means loss to all.

3. Every man is entitled to an opportunity to earn a living, to fair wages, to reasonable hours of work and proper working conditions, to a decent home, to the opportunity to play, to learn, to worship, and to love, as well as to toil, and the responsibility rests as heavily upon industry as upon Government or society to see that these conditions and opportunities prevail.

4. Industry, efficiency, and initiative, wherever found, should be encouraged and adequately rewarded and indolence, indifference, and restriction of production should be discountenanced.

5. The provision of adequate means for uncovering grievances, and promptly adjusting them, is of fundamental importance to the successful conduct of industry.

6. The most potent measure in bringing about industrial harmony and prosperity is adequate representation of the parties in interest; existing forms of representation should be carefully studied and availed of insofar as they may be found to have merit and are adaptable to

## RUNS DISTANT FOOD FACTORIES AND RAILROAD TRAINS



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Here is an excellent view of the Great Falls Dam and power-house, Great Falls, Mont. The latter generates electricity to operate 440 miles of the Chicago, Milwaukee and Puget Sound railroad, which have been electrified. It also furnishes power for beet sugar factories, canneries and other food manufacturing plants. Thus waste water is compelled to work.

## IT CLEARS THE WATERWAY INTO THE INLAND EMPIRE



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Since the days of the Lewis and Clark expedition to the section of the country now known as Oregon and Washington, the Celilo stretch has been known as the most difficult piece of water along the Columbia River. The completion of the Celilo canal next May will open a clear steamer lane from Astoria, Ore., to Lewiston, Ida., far inland on the Snake River.



## ELEPHANT BUTTE DAM ACROSS THE UPPER RIO GRANDE



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**Some of our waste lands must be drained; some must be watered; still other kinds can be dry-farmed, when the proper methods are pursued. Elephant Butte Dam serves the arid country in the upper Rio Grande valley, in New Mexico. Indeed, some of the land irrigated by the water behind this dam lies across the international line in Mexico.**

the peculiar conditions in the various industries.

7. The application of right principles never fails to effect right relations; the letter killeth and the spirit maketh alive; forms are wholly secondary while attitude and spirit are all important, and only as the parties in industry are animated by the spirit of fair play, justice to all, and brotherhood, will any plans which they may mutually work out succeed.

8. That man renders the greatest social service who so cooperates in the organization of industry as to afford to the largest number of men the greatest opportunity for self-development and the enjoyment by every man of those benefits which his own work adds to the wealth of civilization.

### Relocation of Labor.

The conversion of the industry of the country from a peace basis to a war basis involved a general and important dislocation of labor. This movement was gradual. The end of the war involves a much more rapid change in industry;

while there will be a great demand for labor to meet the foreign and domestic requirements there may be for a time in special places a temporary condition of unemployment.

In the new relations of industry to labor we conceive it to be incumbent upon the community affected promptly to meet such conditions. The local chambers of commerce should be able to contribute in an important way in this work.

### Public Works.

The development of public works of every sort, as recommended by the President, should promptly be resumed, in order that opportunities of employment may be created for unskilled labor.

### Taxation.

The cessation of hostilities brings to business interests a feeling of deep concern in the matter of taxation. The problems of readjustment are made more difficult through inequalities in the present law.

We believe, therefore, that in the con-

sideration of amendments to the present act, or the passage of new revenue legislation, the Congress should give most careful consideration to the views expressed by organizations of commerce and industry. Ability to pay, inventory values, and proper reserves, together with careful survey of the amount of revenue required under the new conditions, are matters of vital importance to business interests of the nation during this readjustment period.

### Inventories.

We urge that Congress should give careful consideration to the grave menace now facing all industry due to the fact that both raw materials and finished goods are carried in full measure to meet the extraordinary requirements of the Government and of the people, and that in large part the stocks have been acquired at abnormal cost and are therefore carried into inventories at inflated values, thereby showing apparent profits which have not been realized, and which probably will never be fully realized. These are largely bookkeeping or "paper" profits, and should not be used as a basis for taxation.

We therefore recommend that any tax law shall provide that during present conditions the taxpayer shall be allowed to make a deduction from his apparent profit by way of a reserve for a subsequent shrinkage in the value of merchandise.

We believe that the interests of the Government can be protected against abuse of this privilege by the fixing of a maximum percentage of deduction to be allowed, and by the use of proper methods of inspection and appraisal.

### Railroads.

The Congress of the United States should speedily enact legislation providing for the early return under federal charters to their owners of all railroads now being operated by this Government under Federal regulations permitting the elimination of wasteful competition, the pooling of equipment, combinations or consolidations through ownership or otherwise in the operation of terminals, and such other practices as will tend to economies without destroying competition in service.

### Means of Communication.

We are opposed to Government ownership and operation of telegraphs, telephones, and cables.

### Merchant Marine.

We recommend that the construction of a great merchant marine be continued and amplified, and that its operation under American control be kept safe by such legislation as may be necessary to insure its stability and its lasting value to American industries.

### Port Facilities.

The recommendations of the Port and Harbor Facilities Commission of the United States Shipping Board for the development of American ports are supported. Vessels of foreign register needed for our commerce by sea are attracted to those ports which are best fitted to coal, to load, and to unload cargoes, and thus provide means for a quick turn-around. After ascertaining the port facilities of European countries, and their plans for further development,



the Commission has recommended that there should be a local port commission at each of the important ports upon our coasts, that upon these commissions there should be representatives of industrial, commercial, and railroad interests centering at the port, that facilities should be installed to meet the needs of the port, and that a zone system should be arranged by which exports and imports would flow through those ports which are within economic transportation distance of the points of origin and destination. There should be cooperation with the Facilities Commission in its task of expending means which will enhance the position of the United States among maritime nations.

### Public Utilities.

Public utilities have faced difficult problems, which have been accentuated by conditions arising out of war. The development and efficiency of such a utility as local transportation has immediate importance for every community. It is recommended that the Chamber of Commerce of the United States should appoint a committee to investigate and study the question of local transportation as it relates to the control of rates and service, franchises, taxes, the attraction of capital into the business, and such other questions as the committee may find pertinent. Such a committee should report its recommendations to the Board of Directors of the National Chamber, and the Board should deal with them in accordance with the established procedure of the chamber.

### Water Powers.

Industrial activity is dependent upon the available supply of power. A bill which would affect the development of hydro-electric power upon waterways and lands which are subject to Federal jurisdiction is now before a committee of conference between the two Houses of Congress. It is important in the public interest that Federal legislation on this subject should be enacted without further delay. We accordingly urge that the conference committee arrive at an acceptable form of legislation in season for enactment at this session of Congress.

### International Reconstruction.

In war we have made common cause with the Allies. We should likewise make common cause with them in seeking the solution of the immediate problems of reconstruction which they face, because of the efforts they put forth in the war. These problems peculiarly depend for their solution upon commerce.

Raw materials and industrial equipment which we possess the Allies urgently require, that they may reconstitute their economic life. We should deal generously with them in sharing these resources.

In order that we may share our materials with the Allies, we must also provide them with credits through which they may make the necessary payments.

Our ocean tonnage must supply our troops overseas and help to provision the inhabitants of war-devastated regions. The part of our ocean tonnage not required for these paramount needs, and vessels of associated countries which are in a similar situation, should be entered in the common service of all nations. This common service should secure to all nations their immediate needs for

food, raw materials, and transport for their products.

### European Commission.

The business men of the United States, having devoted their energies and resources toward the winning of the war, regardless of sacrifices or burdens, in support of the principles for which this country fought, appreciate the necessity of continuance of unremitting effort in order that the world may be restored to normal conditions as quickly as possible and the blessings of peace brought to all peoples.

In the accomplishment of these results the highest efficiency of the great commercial and industrial powers of our own country and that of the Allied nations

will be developed only through cooperative effort and common counsel.

In order, therefore, to contribute to the fullest toward the prompt solution of the problem presented, the Chamber of Commerce of the United States is requested to enlist the cooperation of national bodies devoted to the extension and promotion of American commerce and particularly foreign trade, in the appointment of a commission representative of American business, which shall proceed without delay to Europe and establish machinery for the following purposes:

(a) To study at first hand the reconstruction needs of European countries in conjunction with business men of these nations, in order to advise the business

(Continued on page 58)

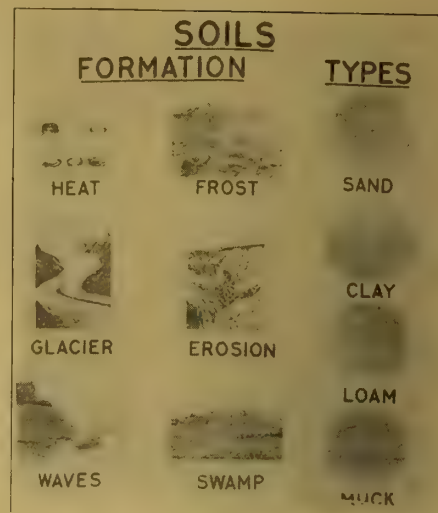
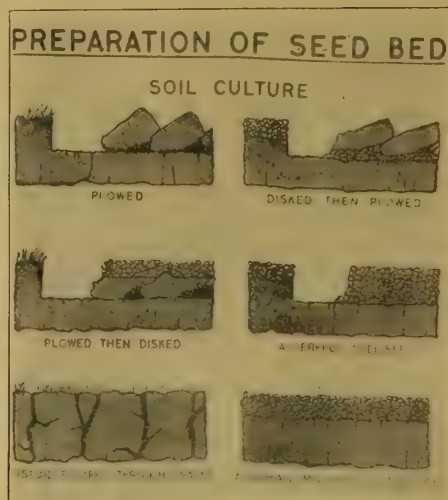
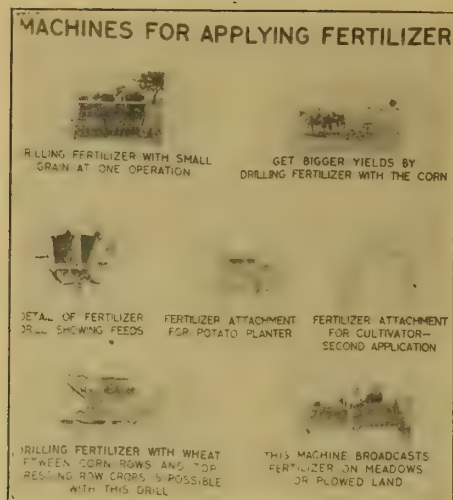
## WHAT DARING LIBERTIES MAN CAN TAKE WITH NATURE!



—Copyright, Underwood & Underwood

This picture presents a wonderful example of how man can direct water-courses. It shows the Delta Dam and a portion of the relocated Black River Canal in New York. The canal crosses the river on a concrete aqueduct and ascends the acclivity beyond by a flight of three locks. This is on the main line of the canal from Buffalo, on Lake Erie, to Troy, on the Hudson River. For most of the distance it follows the old Erie Canal route. The canal has a minimum depth of twelve feet and varies in width from 75 to 100 feet. Its estimated capacity is ten million tons of freight annually, the equivalent of half a million railroad carloads.

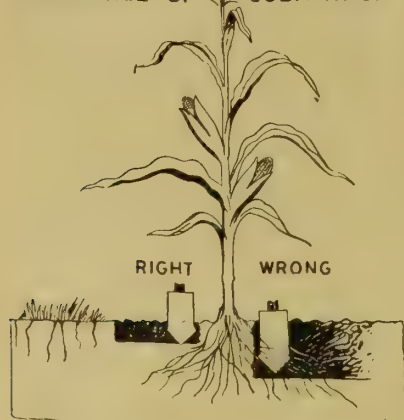




# Helping the Soil to Do Its Duty

**N**OT long ago the soil, from which springs the world's art, literature, business, and life in its many ramifications, was looked upon as something dead, inert, lifeless. Today, thanks to our soil chemists, physicists, and bacteriologists, we know the soil teems with life, minute of course. One must look through a microscope to see the myriads of microscopic people inhabiting the soil from which comes our business, our luxuries and our pleasures.

## IMPORTANCE OF CULTIVATION



If everything that we are and have, commercially speaking, comes from the soil, and if the soil throbs and pulsates with life, interest and possibilities, should not we all, and especially implement dealers in the great West, know it? Yes, know the soil! The very foundation of the implement and tractor business is the soil, the customer's soil. While I desire to get these tremendous facts and possibilities before you for your inspiration and encouragement, I will also strive to show how the implement dealer and agent can be of the great-

By J. W. Henceroth

est aid in "helping the soil do its duty."

Did you ever hear of a dealer telling a farmer who purchased a new tractor to "Just go out to the warehouse and you will find several tractors. Put some oil, water and gasoline in one of them. Take it home and use it. I am sure it will pay," this to himself, "me at least." Would a sincere, up-to-date dealer who understands the service idea and the permanently-profitable-business-building policy of modern business, do such a thing? Certainly not! Yet, many of them act just as foolish regarding the sale and use of many modern soil commodities, such as lime and fertilizer, and even good seeds.

## Dealers Must Tell the Story.

The implement dealer is the man in closest touch with the farmers. He knows their wants and their financial standing. If he sells a

grass seeder, the farmer must have one or more kinds of grass seed to sow through the seeder. If he sells a manure spreader, the dealer should know that the farmer will get the greatest profits per ton of manure by spreading it lightly, but that he will get largest acre profits, greatest total profits, by reenforcing the manure with acid phosphate, about 40 pounds to the spreader load of manure.

## USING FERTILIZERS



## HOW TO APPLY FERTILIZERS FERTILIZER TESTS ON CORN



OTHER CROPS CAN BE TESTED IN LIKE MANNER

MAKE YOUR FARM A DEMONSTRATION FARM



As a dealer you should know it is a fact, not a theory, that all manure is low in phosphoric acid. This is the plantfood naturally most deficient in all our soils. Phosphoric acid also goes off in every bushel of grain and every animal sold from the farm. Then, too, it is the plantfood that produces the big yields of grain, improves the quality and hastens their ripening before frost or hot winds come. This is usually the first plantfood needed as a commercial fertilizer, especially in new agricultural regions like those of the great West and Middle West. This is one of the first facts the dealer



needs to know if he wants to do his part in this reconstruction period of helping the soil to do its duty. If you don't think your farmers are interested in these things, read the article, Page 11, in "Implement & Tractor Trade Journal" for Sept. 14.

Experience has shown that the right use of fertilizer, barn manure, proper tillage, good seed, crop rotation, drainage and liming when necessary, insure farm prosperity. Now liming, like the use of a tractor, drainage or commercial fertilizer, is not always necessary, yet it usually is if

## GREEN MANURES

### LEGUMES

CLOVER  
ALFALFA  
VETCHES  
COWPEAS  
SOY BEANS



LEGUMES PLOWED UNDER ADD ORGANIC MATTER AND NITROGEN

NODULES

### NON-LEGUMES

RYE  
OATS  
RAPE  
MILLET  
SORGHUM  
BUCKWHEAT



NON-LEGUMES PLOWED UNDER ADD ORGANIC MATTER ONLY

NO NODULES

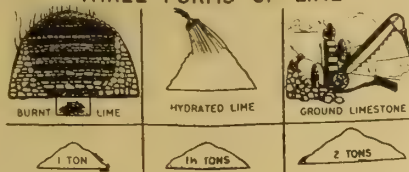
largest crops are grown. Mr. Dealer, do you know that lime sweetens sour soil and that a sweet or alkaline soil is necessary to success with legumes? It is also profitable on the cereals if the land is sour. One of the first things to sell your customers is a good lime spreader and the necessary lime to use. Here are two transactions—two profits in place of one. But, do you know that finely ground limestone, at the rate of one and a half to two tons to the acre is the usual amount to use? Do you know also that your customer should use burnt lime at about half this acre rate? Hydrated or agricultural lime should be used about two-thirds as heavy as ground limestone.

## TESTING FOR SOUR SOILS



BLUE LITMUS PAPER

## THREE FORMS OF LIME



## The Gospel of Crop Rotation.

Crops, even on the rich Mississippi valley land, must be properly rotated if the soil is to do its duty. Persuade more of your customers to rotate their crops, by inserting a legume in the rotation. This will increase your business turn-over because the farmer needs more seed. He also needs lime and lime spreaders, and more machinery. In turn he keeps up his soil fertility, maintains a proper balance in crop production, and makes more profit; thus crop rotation helps both the dealer and customer, preach it.

While our farmers are not lolling in wealth, they have money for needed and necessary machinery and supplies. Now is the time for every wide-awake dealer to build up a large business in some of the newer lines of machinery and supplies. One line of work particularly suited for development during this reconstruction period, is that of tile drainage. As agriculture develops in any section and land prices rise, it is profitable to drain such land as needs drainage. The development of tile drainage means a business in ditching machinery, supplies and drain tile.

After the land is well limed, well drained and good seed sown, the best of crops will not yet grow if the

available plantfood of the soil is unbalanced or lacking. The following table indicates the normal supply of available plantfood in three common classes of soils:

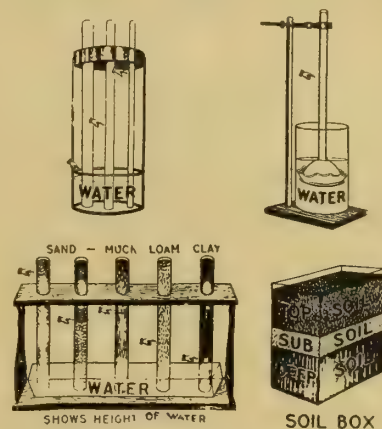
## Plant Food in Soil.

Soil	Nitrogen	Phosphoric Acid	Potash
Sandy Clay Muck	Poor Medium Abundant	Poor Medium Poor	Poor Medium Very Poor

We apply in commercial fertilizers only those plantfoods which the soil fails to supply in active form, in necessary quantities, at the right time.

Crops, also, have certain very defi-

## HOW WATER MOVES IN THE SOIL



nite needs as regards these plantfoods, which are also indicated by the following table:

## Plant Food Required by Crops.

Crops	Nitrogen	Phosphoric Acid	Potash
Hay Grain Roots	Abundance Fair Supply Good Supply	Fair Supply Abundance Fair Supply	Fair Supply Fair Supply Abundance

Now, if a man wants to use fertilizer on grain, namely, wheat, he will notice that according to this table, an abundance of phosphoric acid is needed for this crop. This is to be expected because phosphoric acid produces the grain, improves the quality and hastens maturity. If the wheat is to be grown on sandy soil, it is seen in the first table that all three plantfoods

(Continued on page 42-a)

### RE-ENFORCE MANURE WITH ACID PHOSPHATE

1 TON STORED MANURE CONTAINS	NITROGEN	PHOS. ACID	POTASH
	10 LBS.	5 LBS.	10 LBS.

**MANURE IS WEAK IN PHOSPHORIC ACID**

AT THE SW'S EXPERIMENT STATION THE USE OF ACID PHOSPHATE IN ADDITION TO MANURE SHOWED THE FOLLOWING BALANCE SHEET:

INVESTMENT	RETURNS	EQUIVALENT TO
320 LBS. OF ACID PHOSPHATE PER ACRE TO RE-ENFORCE MANURE	6 BU. CORN 5.6 BU. WHEAT 100 LBS. HAY	93 LBS. DRESSED PORK 350 LOAVES OF BREAD FOOD FOR 1 STEER TO OATS
	1050 LBS. STRAW AND STOVER	BEDDING AND FERTILIZER

RETURNS WERE AT THE RATE OF OVER 10 BUSHELS OF GRAIN FOR EVERY 200 LB. BAG OF FERTILIZER USED

### SPREAD MANURE OVER ALL TILLED ACRES AND SUPPLEMENT WITH FERTILIZER

FROM RESULTS OF THE PENNSYLVANIA EXPERIMENT STATION TESTS

AMT. MANURE	SPREAD AT RATE OF	TOTAL INCREASE IN CORN CROP	EQUIVALENT IN DRESSED PORK
30 TONS	6 TONS PER ACRE	91 BUSHELS	732 POUNDS
10 TONS	10 TONS PER ACRE	59 BUSHELS	475 POUNDS

CROP VALUE PER TON OF MANURE USED

WHEN SPREAD AT SIX TON RATE \$3.29

WHEN SPREAD AT TEN TON RATE \$2.29

THE SUPPLY OF MANURE IS LIMITED AND IS TOO SMALL FOR HIGHEST ACRE YIELDS

1—THIN SPREADING INCREASES RETURNS FOR EVERY TON OF MANURE PRODUCED

2—SUPPLEMENTING WITH FERTILIZER INCREASES RETURNS FOR EVERY ACRE CROPPED

3—A COMBINATION OF MANURE AND FERTILIZER HELPS KEEP MORE STOCK OR TO KEEP STOCK AND STILL HAVE GRAIN TO SELL

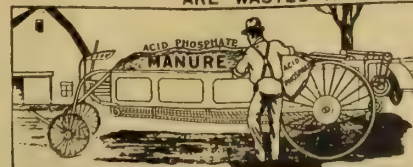
## HANDLING MANURE—VALUABLE PLANTFOOD



MANURE ANALYZES

LEACHED STORED	
	LBS. 12
NITROGEN 3	
PHOS. ACID 2	5
POTASH 4	10

## HOW MILLIONS OF DOLLARS IN PLANTFOOD ARE WASTED ANNUALLY



**REENFORCING MANURE WITH ACID PHOSPHATE**  
DIE C E THORNE RECOMMENDS 50 LBS. TO THE TON OF MANURE



# The Tractor Follows the Flag

There Are Great Possibilities in Foreign Fields Which Have Been Opened to the American Manufacturers of Farm Tractors.

By W. A. Jones

Advertising Manager, La Crosse Tractor Co.



[IT WILL LEAD THE WAY IN COMMERCE AS IT HAS IN OUR PEACE CELEBRATIONS]

THE foreign field for tractors at the present time seems to hold the promise of much interest for such concerns as are manufacturing really practical machines and are in sufficient volume of production to take care of their orders. We do not concur in the optimism of some regarding the great extent of the volume of foreign business in 1919, for we feel that while there will be an increased demand, on account of the necessity of quick work in restoring those sections of Europe which have been blasted by the war, that territory is a comparatively small one and the tractor demand to a certain extent problematical.

The great future markets for the tractor lie in Russia, South Africa, South America, Australia and India. As yet, these countries are practically an untouched field. It may be necessary for tractor manufacturers to make a personal investigation of those countries and adapt their machines to the needs of the inhabitants. There has been too great a tendency in the past on the part of most American manufacturers to attempt to make the foreign fields merely dumping grounds for surplus products, or in many cases for "seconds" and faulty products that can find no sale in this country.

That such a policy is reprehensible goes without saying. That it has damaged the reputation of American manufacturers who are really doing business on a fair and square basis is also conceded. The manufacturer who expects to build a foreign business that will continue and grow, must make a

special study to meet the actual conditions and needs of the territory in which he seeks to do business, and must be scrupulously careful in all his dealings to establish and maintain the utmost confidence in himself and his product.

## Work the Entire Year.

Granted these conditions, the business will continue to develop, possibly not with great rapidity, but in increasing volume until the foreign trade becomes a very important factor in the business. One great advantage in a steady foreign trade is the fact that it will enable a manufacturer to keep his plant busy the entire year with a full force, and so enable him to take advantage of all the economical laws of factory operation, reduce his overhead cost proportionately, and build his business upon a sound and enduring basis. The manufacturer who would make foreign trade profitable is not the man who overproduces for his home market and then dumps the surplus wherever he can find an opportunity.

If the foreign business is handled as it should be, there is no reason why America cannot easily take the leading position among the manufacturing countries of the world. There is an opportunity just now, and will be for some years, if it is properly appreciated and handled, to supplant in South American and Russian markets the place that Germany has held for many years, and which, had it not been for her lust for political world power,

she would in a few years have made impregnable.

## Guard Nation's Policies.

Unquestionably this war has created the greatest opportunity in American history, in many ways. If we are not so foolish as to lapse into indifference, but will apply to our foreign business the same factors of efficiency that we have applied to help our Allies win this war against Germany, we can easily attain and hold our lead, and all the world will be glad to pay tribute to us.

Of course, great wisdom is required of our National legislators and the administration, and it seems more probable that the politicians will fall down than that the business men will lose their heads. In this connection, however, it is the business man who will be very largely responsible for political failures if they exist. The people of the United States hold their destiny in their own hands, and we have need of level heads and steady hands during this epochal period that is dawning upon us. May the Powers that Be grant us this favor.

# A Tribute to America's Industries

By Bernard M. Baruch

Chairman, War Industries Board

THE War Industries Board, as you know, was formed primarily for the purpose of mobilizing the industries of the country in order that the war programs of the United States Government and its Allies could be carried out with as little dislocation of business as possible. On the signing of the armistice, restrictions were removed and business was permitted to flow in its usual channels. In conjunction with this, the War Trade Board and the Shipping Board are releasing restrictions upon imports and exports as rapidly as shipping is becoming available. Contracts with the Government are being adjusted. In the meantime there must surely be some derangement of business; but I am certain that the business man of America can and will meet the situation which confronts him.

The cancellation of contracts does not mean a repudiation of contracts, and the Government of the United States will not, I am sure, take from the industry of the country anything to which it is entitled to under each and every contract. It will be the endeavor of the War Industries Board to aid to this and in every way possible.



### Little Reconstruction Here.

There is much talk of reconstruction, but fortunately the war ended before this country had gotten into the position where reconstruction as applied to the other countries became necessary. I feel certain that American industry, freed from restrictions and curtailments and with an equal opportunity as it should have to the world's markets on the same basis as every other nation, with no advantage asked of any, but with no disadvantage to it, will soon bring to this country its share of the prosperity of the world.

From the experience born of the war, can we not hope for a better understanding between business and Government? The results obtained from conservation and standardization and from the substitution of one material for another, should be preserved for the benefit of our industries. The development of new sources of supply within the boundaries of our country should be encouraged; new industries which have sprung up from the necessity of the war should be fostered and developed, and I am wondering whether the wasteful practices of competition under some circumstances should not be permanently done away with. The greatest impetus possible should be given to the development of our foreign trade. It will be my great pleasure at some future date to make recommendation covering specific points.

### Duty of Business to Guide.

From my experience here, I say with the greatest earnestness that the various departments of the Government are not alone willing, but most anxious to receive suggestions from the business man, and I feel that it is not alone the privilege but also the duty of business to indicate to the Government its needs and their proper solution.

At the close of the activities of the War Industries Board it is but simple justice to express our appreciation and gratitude for the loyal support given us by the industries of the Nation. As chairman of the board, I offer on behalf of my associates and myself a tribute of thanks for the patriotism and devotion shown by the entire commercial body of America. Its members have made service and not profit their rule. They have shown a desire and willingness to subordinate self and exalt public interest, and to this readiness to make sacrifice in the common cause has largely been due whatever success we have been able to attain. I would be doing the industries of America an injustice if I did not make this acknowledgment.

# Today's All-Important Triangle

By A. E. Kull

Manager, A. E. Kull Tractor Co., Oklahoma City

TO THINK of reconstruction is to think of food production and to think of food production is to think of tractors. It follows therefore that not only has a tremendous responsibility been placed upon the shoulders of the tractor industry of America, but also the most wonderful opportunity for service to mankind as well as an opportunity for profit and business expansion is made possible. As a nation we are very fortunate to be so situated that we excel in the very things that will be of most benefit to our brave allies—we have food and factories, men and machinery, and millions of acres of virgin soil to which the plowshare is as yet a stranger but which the tractor will cause to blossom like the rose.

The reconstructionist can see through his mind's eye the fertile fields of France strewn with dead, bleeding Belgium scarred with trenches and shell holes, brave little Serbia only a shadow of her former self, England and Italy weak from the loss of blood and poor misguided Russia in the midst of a carnival of crime. To America and to America alone must the starving world look for bread, for while we are not alone as producers of food stuffs, we stand practically alone as producers of modern farm machinery including farm tractors.

### The Tractor's Timely Appearance.

It is a rather strange coincidence that the tractor should come into its own just at a time when the world

would go hungry as a result of the most destructive war of history had it not put in its appearance. This statement may seem a little far fetched but if you will stop to consider that the farm horse eats about twenty percent of all he produces, and that he eats whether he produces or not, you will realize that old Dobbin is a very expensive luxury. In the semi-arid regions of the southwest millions of acres remain untilled because of the shortage of horse feed and these millions can be tilled and not only tilled but tilled at a profit.

The implement man who neglects this opportunity, he who does not grasp the big idea at this time simply is flirting with failure. He not only is passing up an opportunity for making money, but he also is failing to serve his community as he should. By this it is not meant that every dealer should forthwith put a sample tractor on his floor, because all dealers are not situated so that that would be possible and in many instances not practical, but what is meant is that every dealer should give his moral support and keep himself informed as to the progress of the industry.

### It's Place in the Program.

We need not worry about that part of the program, for not only will the tractor sweep the country in a way that will astonish the most enthusiastic boosters of the industry, but it will also sweep aside old fogies and obstructionists who would hinder its



A FACTOR IN RECONSTRUCTION; HILLY GROUND IS NO LONGER PART WASTE



progress. In other words it is coming and coming so fast because of sheer necessity that no man or set of men can block its path. In a few years we will wonder how we ever managed to do the work with horses and the fellow who is now opposing the progress of the tractor will occupy the same position as does the fellow who "bucked" the "flivver" with a pair of ponies.

The tractor should be sold not because it will do the work of horses, but because it will do the work better; it should be sold not because it will do the work cheaper and thereby save money, but because it will save corn and oats. It is nothing short of criminal to allow women and children to starve while our work horses

are kept fat if the tractor can do the work that we are depending on our horses to do.

To me it does not seem possible that any program of reconstruction can be considered without reckoning in connection therewith the wonderful service that can be rendered by the American farm tractor. For as the Yanks came to the rescue and turned the hellish Hun back across the Rhine, so will the Yankee tractor come to the rescue and turn famine back. For even though not one kernel of increase in production is brought about by the use of the tractor, the millions of bushels of corn and oats that can be diverted to feed humans instead of horses will mark the difference between poverty and plenty.

## Celebrating "Highways Transport Day" in Mountainous Colorado

THE rural motor express the movement which is of prime importance to the rural districts and which it is believed will eventually be one of the main methods of transporting the food of the nation, is rapidly advancing in Colorado.

One of the big features in the history of motor transport in that state was Highways Transport Day, celebrated Oct. 30. The day was officially announced in a proclamation by Governor Julius C. Gunter. In consequence of this proclamation, Denver and every other city and town in the state witnessed one of the greatest spectacles ever held in Colorado. Two hundred and twenty-five heavy duty trucks, and a similar number of smaller ones rolled past 100,000 people in the streets of Denver. These trucks were followed by floats, several regiments of troops, the Woman's Motor Corps, and the Red Cross.

The trucks were loaded to capacity with all kinds of food products, one of the trucks carrying the governor and the mayor of Denver, while the leading officials of the state followed.

The principle was the moving of food by rural express over the highways, for until the coming of the motor truck the farmer, isolated on a rural highway, was unserved by either rail or water. Secretary Redfield recently stated that "You might build up the railroads until they are ten tracks wide, and fill the rivers with steamers, and still the

farmer would not be served," so the farmer must have a more flexible transporting machine, one which will reach his door and carry his produce to the consumer direct.

### Convinced the Spectators.

Colorado has demonstrated in one day, by bringing the consumer and the producer face to face with the problems that are now confronting the world, that, as Hoover says:

We are never more than 60 days ahead of famine.

That for ten years we must feed the world.

That deaths from starvation will out-rival the number of deaths at the front.

That we must have more food, and that in order to induce the farmer to raise more food we must give him an up-to-date transporting machine—the rural motor express.

The following results have been obtained:

Three inter-city truck lines, 35 rural express motor lines operating in Colorado four months ago.

Thirty-five or 40 inter-city lines, more than 100 express lines, operating now, employing from one to five trucks.

Lines now operating at profit, formerly at loss through lack of understanding of truck costs.

Thousands of tons of grains, fruit, vegetables, supplies, etc., moved on trucks this year in Colorado, relieving freight congestion and releasing man power.

State districted and sub-divided with men working in every county on transportation.

New impetus given good road agitation through requirements of motor truck travel.

Educational campaign has penetrated into every corner of state.

Thousands of inquiries received and answered on transportation.

Exhaustive data collected on operating costs, road conditions, crops, every phase of transportation in all sections of the state.

Farmers throughout the country will have in use 300,000 trucks by the end of this year and, according to estimates, will retire 1,200,000 horses. Every horse displaced means five more acres of land that can be devoted to raising food for human beings. Colorado in 1917 had 325,000 horses. The war and the advent of the motor truck has probably reduced this number. Take as a conservative estimate 200,000 horses used on farms or in transportation, which, replaced by motor trucks, would mean the use of 1,000,000 acres needed to support the animals for raising food.

### Several Companies Operating.

Several transportation companies already have incorporated and are trying out the new idea of making regular trips daily between towns situated from thirty to fifty miles apart. One of the most recent incorporations is controlled by a group of dairymen from Castle Rock who have combined their business opportunities with the general advance of economic distribution of farm products in general. The company has several trucks which make regular trips to Denver, a distance of thirty-two miles, bringing to the metropolis dairy products and returning with a load of small wares to be dropped at towns along the way.

This practice developed through the extension of the suburban motor traffic, and more generally, perhaps, because of the congested conditions of railroad freight traffic due to war shipments.

Fruit, vegetables, milk and eggs arrive in market or direct to the door of the consumer fresh and desirable on the day they leave the farm and command the highest market prices. It is regarded by agricultural experts as the most encouraging and potent indication to the farmer that no matter what his production, his produce will find a speedy way to market.

The Madison Plow Co., Madison, Wis., has amended its corporate articles to make its capital stock \$250,000 all common, instead of part preferred, as formerly.

Work has begun again on the tractor plant of the Janesville Machine Co., Janesville, Wis. Operations had been stopped owing to war restrictions. The first unit will be a machine and assembling shop, 216x514 feet.



# Dealers in Oklahoma Plan for the Future

Implement and Hardware Men Are Not Slackening Their Efforts—Expectations Are That the Coming Year Will Be Productive of Heavy Demands.

Progressive caution proved to be the attitude of both dealer and representatives of manufacturers toward the business future as expressed at the sixteenth annual convention of the Oklahoma Hardware and Implement Association held last week in Oklahoma City, Okla. An admonition against speculation and a warning to

in a large measure from the shoulders of the implement dealers and turned into business for the bankers. A promised high market for cotton doubtless proved the inducement to the bankers. Some of the dealers of the state are keeping a watch on the cotton market, having paid 30 to 33 cents a pound for cotton that was being quoted at 25 and 26 cents a pound at the time of the convention.

The officers elected: President, J. B. Alexander, Marietta, Okla.; vice-president, Mrs. H. O. Duncan, Oklahoma, Okla.; secretary, W. B. Porch, Oklahoma City, and directors, J. R. Smith, Holdenville, Okla., 1 year, and H. C. Davis, Nowata, Okla., and Charles Rebstein, Bristow, Okla., 4 years. W. B. Porch was named as the association's delegate to the national convention.

Henry Borklund, president of the association, in an address at the opening session of the convention proved himself an ardent advocate of the "Trenton idea" in a plea for a closer association of the retail interests, the betterment of the individual's store and the attitude toward each customer, large or small.

E. L. Howard, manager at Oklahoma City for the John Deere Plow Co., in the address of welcome paid high tribute to the work of American men and women in the war. Mrs. H. O. Duncan spoke in response to Mr. Howard.

Of chief interest in the Wednesday afternoon session was the report of W. B. Porch, secretary of the association. Mr. Porch advised the membership that the coming year would be the last that he could serve the association as secretary.

in the trying times just passed, not only the boys who answered the call to the colors and have given such splendid account of themselves even to the supreme sacrifice on the part of many of them, but the old fellow who stayed "behind the man behind the gun" and did his part as a civilian. I find in every town the hardware and implement man has done his part as members of committees, in Liberty Bond and W. S. S. drives, Red Cross and war aid work as



J. B. ALEXANDER, PRESIDENT

be sure to be able to supply the demands of their trade was always coupled with the plea that the retailers pull a steady oar.

The crop and business conditions of Oklahoma seem to be in the best of shape and the dealers to have the proper conception of what the future holds. It was difficult to obtain any but optimistic expressions among the dealers attending the sessions. Buying in the state has not been held up except in sections affected by drouth.

The past year has seen the burden of financing the cotton farmers lifted



MRS. H. O. DUNCAN, VICE-PRESIDENT

well as keeping the farmer supplied with everything needed to insure maximum production of the foodstuffs which were to win the war. He has sacrificed his business interests whenever necessary, given his sons and his best employees to the service whenever called and emptied his purse to help pay the bills. After all this it does seem a little hard that some of the "war boards" should classify us as "non-essential."

The work of your association when we look back over it appears so small that we really need binoculars to make us believe we have accomplished anything at all, so that it can all be reviewed very rapidly.

## Expenses Have Been Heavy.

The heavy expenses of holding two conventions in 1917 and the fact that only about four hundred of our members paid 1918 dues made it a hard fight to keep business going as usual and finally wound up with a pretty strong balance on the wrong side of the cash book; in other words, the secretary had to dig up in a personal way and advance money enough to get through to the close of the year. The advertising in our program, for which we are very grateful to the manufacturers and jobbers who cooperated with us continually during my term of office, will just about enable us to break even and the cancellation of the secretary's salary for the current year starts us off on sound footing again. Your secretary has cost you only \$78 during the year, including services and traveling expenses, but I fear we are not going to be able to get through many of the years at the same

## The Report of Secretary W. B. Porch

The year that has passed since my last report has been so well filled with situations which are without parallel in the history of the world, conditions which we feel well assured will never arise again, and the hardware and implement business has undergone so many changes that I do not feel competent to make any recommendations for the handling of the affairs of this association during the coming year and have very little of interest to report as to the happenings of the year just closed.

The conditions now confronting us cannot be met by any set rules of the past, for there is no precedent to guide us, therefore it is up to us to make our own calculations, then compare these

calculations with the opinions of other dealers, gain all the information we can from the manufacturers and jobbers and then "guess again," going ahead with caution so as to take care of the needs of our customers without taking any long chances of wrecking our own business in the meantime. This is one time when the welfare of the country depends more on our efforts and our judgment than at any time since the great war commenced and the dealer who deliberately "lies down" is a slacker of the worst type.

### Dealer Has Played Good Part.

We are indeed proud of the conduct of the hardware and implement dealers



rate. The insurance business handled having furnished all the compensation received for both salary and traveling expenses, the latter amounting to almost \$1,000, not including the use of a car on many of the trips. We have added only forty-two new members since the close of last convention, but have added new insurance to the amount of more than \$1,500,000, which means \$14,700 returned to the members in 1919 in addition to the amount which was already on the books. This amount should be greatly increased in the next twelve months, but you are going to have to wake up and send a lot of it in by mail, for it is impossible for me to be at your store the day before a policy expires and to put more men in the field would mean added expense, this being one of the long advantages of our mutual plan, which is saving 50 percent for us each year. We have complete information on your risk and can write the policy and then I will give you a personal inspection during the year.

### Exchange Service Valuable.

Our exchange service has been working fairly well during the year, having moved quite a volume of stickers from one part of the state to other dealers who had a demand for them, and I trust the service was worth something to the dealers who were so relieved. However, I have no way of knowing, as it is a deplorable fact that never has a dealer even notified our office that an article was sold, and I got a sharp "call down" in one instance from a dealer who remarked that I was "stuffing" the exchange list when I advertised for a second time some goods listed by a good member. The member calling me had bought the goods and already sold them to a consumer. Of course, this service means very little to you and you have paid for it all right, so it does not make much difference, but your secretary and his assistant are only human and really enjoy being told when they render a service that is worth while.

Our traffic department has accomplished nothing. Recently we completed arrangements with Secretary H. J. Hodge for the auditor in his office to handle our bills and we know they will be properly taken care of. Send all bills to our own office, 204 Indiana Building, and they will be forwarded the first of each month to the Abilene, Kan., office. The work is done on the same basis as heretofore—you to receive 50 percent of all money recovered, with no expense other than sending them to me prepaid.

The Government handling of the railroads and the many changes in rates makes it impossible for any of us, other than an expert traffic man, to keep up with the rates, so that it is important that we have them audited by a competent man.

### Need for Traffic Committee.

There being no session of the legislature during the year, no committee was appointed by President Borklund, but I would suggest that the incoming president select a good strong committee that will devote some time and thought to this branch of the work for the hardware and implement dealer has been made the "goat" on so many occasions by a legislature made up too largely on some occasions of politicians instead of statesmen. At any rate, matters will

come up during a legislative session that need the attention of men who know.

We are indeed disappointed that we are deprived of the benefit of the long experience and sound judgment of Secretary H. J. Hodge of the National Federation, who was to have spoken to you at this session, and while we regret his absence as depriving us of a personal pleasure, we more deeply regret the cause of his absence, the fact that Mrs. Hodge is not well enough for him to leave home at this time, and we hope to have favorable reports in a short time.

S. R. Miles, representing our National Retail Hardware Association, is well known to you, and brings a message worthy of your most careful attention. After hearing his talk at this session, if you are interested enough to want to go into the details of the information he has at hand, we will hold a short session this evening which was left as an open date for this purpose. Mr. Miles, as you know, is an "old-timer"

in the hardware business, a past president of Iowa association and the National association. He talks facts, not theory.

Our associate members among the manufacturers, jobbers and traveling men have been pretty active during the year, and we find they do a great deal to keep up interest in the work among the members. This has brought up the question as to whether at least the traveling men should not have some part to play in the matter of convention arrangements and program, at least. If our dealer members took the interest in the welfare of the association that is shown by our traveling men "associate members" we would have an association worth while.

S. R. Miles, field manager, National Retail Hardware Association, spoke in the afternoon and that evening on the merit of an accounting system developed by the N. R. H. A.

## What History Proves on Post-War Prices

By G. T. Michael

G. T. Michael, secretary of the Luedinghaus-Espenschied Wagon Co., St. Louis, Mo., addressed the convention in part as follows:

It seems to me this year your members have some very serious questions to discuss to outline the course to be pursued during the reconstruction period now before us. The reconstruction period is one which requires more thought and more skillful handling than did the war if we are to preserve the present prosperous conditions now existing in the business world.

The question of prices is one which I know is giving all of you some thought and it is natural for you as business men to consider. The question is, will prices be lower or higher now that the war is over? Will the volume of business be normal, above normal or below normal is another question.

### Figures of Past Wars.

As steel and iron are the barometers in the fluctuation of prices on the commodities handled by you gentlemen, these figures may interest you because there is no better way of judging the future than by the past:

In 1861 bar iron was \$2.30.  
In 1862 bar iron was \$3.50.  
In 1863 bar iron was \$4.50.  
In 1864 bar iron was \$6.70.  
In 1865 bar iron was \$5.30.  
In 1866 bar iron was \$5.

These figures show that one year after the Civil war bar iron was over twice as high as when the war began.

In 1870 bar iron was \$3.50.  
In 1871 bar iron was \$3.40.  
In 1872 bar iron was \$4.60.  
In 1873 bar iron was \$3.60.

This shows that one year after the Franco-Prussian war bar iron was \$1.10 higher than when war began.

It must also be borne in mind that both of these wars were not wars which caused widespread destruction of property such as the one just closed. Millions of tons of iron and steel lie at the bottom of the ocean and other millions cover "no man's land."

It must be remembered that neither

during the Civil war nor the Franco-Prussian war were prices regulated by the Government. If this had not been done during the great war we might easily have seen prices twice as high as at present.

The above figures will show very plainly that there is no danger of falling off of prices for some time to come, or until at least the Nation has been re-adjusted to a peace basis.

There will be a great demand for iron and steel from abroad as soon as the foreign governments can determine their requirements, and this also will have a tendency to keep prices high.

### Price of Labor Keeps Up.

Another thing that enters into the question of high prices is the price of labor, and this is a most important one. The price of labor must be kept up in order that the laboring man may properly feed and clothe his family, because from all indications the price of food-stuffs will remain high. The Government having fixed the price of \$2.20 for the 1919 crop of wheat will in itself maintain high food prices.

As long as food is up labor must necessarily remain high, and even then labor will not consent to again work for the low figures that prevailed prior to the war.

To give some figures on wheat:

In 1861 wheat was \$1.38 f. o. b. New York; in 1865 wheat was \$2.45, and in 1868 wheat was \$2.40, three years after the close of the Civil war.

We have all helped to win the war and we must now all help equally as much during the reconstruction period, and there is no better way of doing it than by sitting steady in the boat and instead of talking declining prices think of higher prices, because prices must be maintained.

S. B. Robertson, manager for the Studebaker Corporation in Kansas City, spoke briefly. Mr. Robertson said that the future of the implement and vehicle business depended entirely upon the dealer. It was Mr. Rob-



ertson's opinion that with a normal crop production in this country and with very little raised abroad, as doubtless will be the case, that high prices will continue.

Mr. Robertson said that labor had such a hold on the wage situation that wages will remain up. He continued, "Labor must be treated fairly, and will be. We shall never see a war between capital and labor. This last great war was fought for the rights of the common man." In conclusion he advised that each one should go to his home with an optimistic, sane and sensible view of the present situation.

W. G. McCloskey, a dealer at Billings, Okla., expressed satisfaction over the way that dealers are always on the alert today to acquaint themselves with ever changing conditions. It is to such knowledge that the stabilizing of the retail trade is due, Mr. McCloskey said. C. E. Waite, traveler for the B. F. Avery & Sons' Plow Co., spoke briefly.

Carl Williams, editor of the Oklahoma Farmer-Stockman, spoke Thursday afternoon. Mr. Williams advised the dealers to spread the propaganda of the following farm program in Oklahoma the coming year: Not more than half of any farm planted to cotton, a garden on every farm to supply the home needs, not less than one acre of cane or its equivalent per head of cows and horses, corn only on acreage where it gained last year, and particular attention to dairy products and pork, then oats and other grains.

A. E. Kull, manager of the A. E. Kull Tractor Co., Oklahoma City, delivered an excellent address on the necessity of the dealer rendering service to the tractor purchasers and their knowing in detail the operation and service of the tractor purchased. "The farmer must be educated to be a service man," Mr. Kull said, "he must know his tractor to be a tractor farmer. Unless he will study the machine you might as well tell him to keep his money in his pocket. The same is true with the dealer, the successful tractor dealer will be a tractor man." Mr. Kull expressed the opinion that if 10 percent of the cost of a tractor was spent each year for repairs the machine would be a splendid investment.

## Resolutions

The report of the resolutions committee, W. G. McCluskey, chairman, O. W. Childs, H. A. Born, J. L. Porch and J. W. Mulcahy:

Whereas, the world war that has waged so fiercely and destructively has been brought to an end; therefore be it

Resolved, That the Oklahoma Hard-

ware and Implement Association herein assembled at this time, wish to go on record as heartily praising the actions of all those who participated in the success and ending of the war, both in a national and private way, and do affirm that we have all confidence in the decision of our peace representatives assembling at this time.

Whereas, the Supreme Ruler of the universe has taken from our midst our efficient ex-secretary of the National Hardware Dealers' Association and our worthy member, T. W. Mackay of Wetumka, Hal Spraggins of Ardmore and Charles Swan, Marysville; be it

Resolved, That we wish to commend their earnest efforts in our behalf and deplore their untimely death.

We wish at this time to extend to the Oklahoma City Jobbers and Manufacturers' Club our heartiest thanks for the cooperation in making our session a success, as well as the entire welfare of the association, also their kind hospitality and splendid entertainment.

We wish at this time to commend the splendid service rendered our association by its officers the past year, thanking them for their earnest efforts in our behalf, and to pledge to our incoming officers our loyal support the coming year; to the wives of officers and ladies assisting we wish to extend our thanks for the entertainment furnished visiting members' wives and wish to encourage their attendance at our sessions.

Resolved, That we wish to indorse and commend the actions of Everybody's Magazine and the Butterick Publishing Co. in refusing mail order advertising. We appreciate the favorable comment from the American Fair Trade League on our association's actions in regard to the Stephens standard price bill; also that this association urge our Congress in maintaining and upholding the established price of wheat for the crop of the year 1919.

Owing to the very unsatisfactory condition and methods of furnishing twine by our state penitentiary, we recommend that the practice of sending out short length and light weight twine be discontinued and discouraged, as it works a hardship on the legitimate dealer, who is forced to sell full length twine in competition with them, and we recommend that our state legislature investigate and try to correct this existing evil.

We further urge that manufacturers of farm implements give us all possible protection in competing with the mail order house, and that a more reasonable discount from list on repairs be allowed. This applies especially on tillage tools.

We recommend and commend the organization of local clubs, as their value in working good cannot be overestimated.

We wish to thank the speakers who have contributed to the entertainment of all, and the management of the Skirvin Hotel for the courtesies extended the association, and we want to especially thank the traveling men who have helped so much in interesting dealers.

Thursday evening the Oklahoma City Jobbers' and Manufacturers' Club entertained the dealers with a smoker and vaudeville show at the Liberty Theater. The ladies were entertained at the home of Mrs. W. B. Porch.

## Notes of the Convention

The show room of the Richards & Conover Hardware Co. shone with exceptional brilliancy during the convention. And the higher polish they put on things the wider grew the smile of Manager J. E. O'Neill. (Overheard in the lobby of the Skirvin Hotel shortly before noon, "Well, suppose we go down to Rich-Con and eat again today.")

Mrs. H. O. Duncan, elected vice-president of the association after she had served most efficiently as a director for the past year, quotes Ralph Waldo Emerson just as readily as implement prices.

After a visit to the beautifully decorated display rooms of the Parlin & Orendorff Plow Co., it is hard to believe that the company had a disastrous fire just thirty days ago.

With reference to the luncheons they were serving at the Rock Island Implement Co.'s house, it was just a toss-up between the peach and the pumpkin pie. As many took a second piece of one as the other.

The dealers failed to take any action toward endorsing the proposed \$30,000,000 issue of bonds, the money to be expended for bettering the roads of the state. What????

They called the roll on those who were on a cash or note basis and only two responded. The heroes: President Henry Borklund, Cashion, Okla., and C. L. Colby, Geary, Okla.

A. E. Kull Tractor Co. and the Oliver Chilled Plow Works held forth at the same location. Lots of visitors.

## HELPING THE SOIL TO DO ITS DUTY

(Continued from page 37)

are low in this soil. Since wheat needs an abundance of phosphoric acid and the soil is low in it, a fertilizer should be purchased analyzing high in available phosphoric acid and rather low in nitrogen and potash.

A formula analyzing 2 to 3 percent ammonia, 10 to 12 percent available phosphoric acid, and about 2 percent potash would be a good wheat fertilizer for sandy soils in the West. On muck lands, naturally high in nitrogen, no nitrogen is needed in the fertilizer. In other words, the fertilizer should be fitted to the soil and crop in question. In many instances the local county agent is often able to be of much service in advising regarding the best fertilizer to use.

Will the soil do its duty? Certainly it will, if given the right care and treatment. The laying of drain tile, the use of lime, good seed, manure spreaders, and commercial fertilizers all assist the soil to do its duty. No man is in a better position to advise farmers on these matters than the implement dealer. Their use is a cold business proposition on the part of both the dealer and farmer. I urgently ask all dealers to become thoroughly informed on these important, far-reaching, business-building problems.

Fred Works will establish an implement business at Pulaski, Tenn.



# Illinois Dealers Review a Successful Year

State Association Meets at Peoria—Plans Are Laid for Business Efforts on Greater Scale Than Ever—Reports Show Good Advance During Last Year.

A good attendance, a successful implement show, and a business-like and optimistic discussion of after-the-war topics of interest to the dealer, characterized the nineteenth annual convention of the Illinois Implement and Vehicle Dealers' Association, held at Peoria, Dec. 3, 4 and 5.

The implement show was a particular success this year, the applications for entry being far too many for the amount of floor space to accommodate. Convention sessions were held at the Jefferson Hotel and the exhibit was at the Coliseum. A program of entertainment, including luncheons, automobile parties and other features was carried out.

The speakers pointed to the past

year as one of the most successful, in spite of its trying elements, that has ever been experienced, and urged that every effort be put forth to make the coming year a still greater one.

Officers were elected as follows: president, Oscar Kellar, Quincy; vice-president, O. T. Myers, Illiopolis; secretary-treasurer, W. L. Derry, Vermont, reelected. E. E. Voorhees, Blandsville, and D. D. Leary, Blomington, were elected directors.

## TUESDAY, DEC. 3

The meeting was called to order by the president, J. A. Montelius, Jr., of Piper City. President Montelius said in part:

## Turn to the Task of World-Feeding By President J. A. Montelius.

Another year has rolled around since last we met—one that will be remembered by us all. The implement dealers have had their share of the burden, and, in most cases, deserve credit for their efforts put forth to win the war. Now that the war is over, let us see to it that America can and will do her share toward feeding the world.

You have no doubt all read in the farm and trade papers that your officers have been on the alert, and have had the pleasure of having Mr. Junius F. Cook, farm equipment administrator, attend our National Federation meeting in Chicago to get an insight of the dealers' end of the business. You have all read his comments on same. If not, look them up, and I think it will do you good to see that your association is doing something for you.

We have also received word that our War Service Committee, as appointed by the National Federation, has been recognized by Mr. Cook, and he will be glad to confer with them on matters pertaining to the welfare of our association.

In regard to the membership of our association, we have had an increase of about fifty new members this year, which is very good. Why cannot we get the membership doubled this year? We cer-

tainly can, if you will all do your part. Just try it once, and let us see what we can do. Your officers cannot do all of this. You will have to help.

Your Secretary, Mr. William Derry, who during the past year has been the president of the National Federation, with Mr. Hodge, the secretary of same, has spent some time in Washington the past year, looking after the interests of the implement dealers all over the country. If you appreciate their efforts, suppose you tell them of it? You must remember that their efforts are not always appreciated, and I trust you will tell them when you see them.

I also see that the Federal Trades Commission has made a ruling that a manufacturer could not set a price on a trade-marked article. I am glad to say that the ruling of the United States Court does not uphold this; and perhaps it would be a good thing for the implement manufacturers to limit some of their sales where price-cutting was in vogue.

I also wish to bring to your attention the fight we are putting forth in trying to get a better discount on our repairs. Do not forget the implement repair week, and during the winter, try to get the farmers to bring in a list of the repairs needed.

selves facing new problems, without precedent to guide us; and we must approach the future with a firm determination to do our part in the readjustment of war conditions to peace conditions.

It is my judgment, that conditions with us will be what we make them. If all will put the pep and push into business—if they will put into business the same energy and enthusiasm for the coming year that they have in the past, we will meet with success; but if we decide in our own minds that the future has nothing good in store for us, and slacken our efforts, we cannot hope for success.

Believe in the future prosperity of the country. Not only believe in it, but talk it and work for it. That is half the battle. Help all who come in contact with you to see a bright side to the future.

## Government Control.

The war conditions brought with them many changes the past year. Manufacturers of farm implements and retail dealers whose sales exceed one hundred thousand dollars are required to conduct their business under Government license.

It was my privilege as the representative of the National Federation of Implement Dealers' Association, to meet in Washington with the Conservation Division of the War Industries Board. This meeting was for the purpose of the elimination and standardization of farm implements was submitted by the manufacturers that was recommended for elimination.

The list was approved by representatives of the Eastern dealers and myself. While in Washington, I had the pleasure of meeting Mr. Junius F. Cook, Implement Administrator. In my interview with him relative to matters pertaining to the retail dealers' trade, I was very much impressed with his attitude respecting the dealers. I am sure that he is disposed to do only the things that are fair and right to all.

Mr. Cook was extended an invitation to attend the National Federation in Chicago. Mr. Cook addressed the convention, and was present during the session. Every effort was made by the officers and delegates to give him all the information possible relative to the retail implement business.

That the farmers' and merchants' interests are mutual, that there should be no dividing line between the farmer and merchant, that the farmer should support the home merchant, and the merchant should be interested in the prosperity of the farmer; as an association and as individual dealers, let us cooperate with them.

## Relation to Manufacturer.

The past year, manufacturers have been confronted with conditions far from normal, they have had many problems to solve that were entirely different from the past. Their time has been largely taken up with matters directly affecting themselves. With the shortage of material and labor, it has not required much effort to dispose of the manufactured goods, as the demand was equal

## Let's Put Pep and Push Into Business

Report By Secretary W. L. Derry

Reviewing the work of our association for the past year, we find our efforts have not all been in vain. While the results have not been all that we had hoped for, we should resolve to make a greater effort the coming year.

The State Association, through the National Federation, has accomplished much for the dealers. The State Association can serve the dealers in a local way, but

the problems that effect the dealers as a whole, can only be handled by the National Federation. But without the State Association, there can be no National Federation. You should remember that your membership in our association is what helps the Federation of Dealers' Association to care for the dealers' interests.

With the war at an end, we find our-



and in many lines in excess of the supply. In fact, it has been a manufacturers' market.

The dealers, under the conditions the past year, many times accepted any terms and condition of contract in order to get a supply of goods. With the war at an end, we can expect conditions to return to a normal state within a reasonable time.

Manufacturers and dealers will now have an opportunity to adjust their differences. They will find time to work together for a better understanding of each other's problems, and with a mutual interest, eliminate all unnecessary demands.

Committees were appointed as follows:

#### Membership Committee.

M. C. Davenport, chairman, Lovington; Fred Harms, Momence; Mr. Trevor, Moline; Mr. Parrott, Rushville; J. F. Scoggin, Gardner; Fred Chevillon, Carthage.

#### Resolution Committee.

O. B. Meyers, chairman, Illiopolis; W. P. Morris, Decatur; William Hall, Jacksonville; Oscar Keller, Quincy; John Lueth, Kankakee.

#### Auditing Committee.

S. E. Dillovou, chairman, Champaign; C. B. Griffith, Rushville; W. G. Wood, Kewanee.

#### Necrology Committee.

Oscar Keller, chairman, Quincy; John Wessel, Beardstown; E. E. Vorhees, Blandsville.

#### Nominating Committee.

As has always been the custom, the first member of the nominating committee was appointed by the chair; the second member by the floor, and the third member by the two first named. They were appointed as follows:

By the chair, Dan Leery, chairman, Bloomington; by the floor, W. E. Hall, Jacksonville.

Secretary Derry read for the benefit of the dealers a letter sent out to the presidents and secretaries of constituent associations by H. J. Hodge, secretary of the National Association, reporting the recognition of the Implement Dealers' War Service Committee.

Secretary Derry then talked to the convention a little while on the twine proposition, which, he said, was fixed last year without any consultation with the dealers. The retail price was announced with a suggested price, but with no power to enforce selling at the suggested price. Mr. Derry immediately wired a protest to the secretary of the association and instructed

him to get a night letter to all separate organizations. He himself wrote from twenty-five to thirty letters, asking people to write to Washington in protest.

One cent more was finally added to the price of the twine, which was a great help to many of the dealers.

The above incident, Mr. Derry said, showed what an organization can do. He went on to say that the manufacturers do not have an understanding of the conditions that confront the dealers. "Through the association, we can give them the conditions that confront us, and so avoid this," said the secretary.

The president then asked that slips be passed around for the question box.

F. M. White, representative of the Agricultural Publishers' Association, addressed the gathering on "The Trade Building Value of Service."

A vote of thanks was extended to Mr. White.

#### The Question Box.

The question box then proceeded.

Question No. 1, "How can you bear the shipment of repairs?" was dis-

(Continued on page 45)

# Convention Was One of Michigan's Largest

## Attendance at the Meeting of the Implement and Vehicle Dealers' Association Breaks All Records—Dealers Are Enthusiastic—Tractor and Implement Show a Success.

Neither the influenza epidemic nor the shortage of help that has kept many dealers from attending recent conventions exerted any influence over the convention of the Michigan Implement and Vehicle Dealers' Association, held at Kalamazoo, Dec. 3 to 5. The attendance broke all records, and the implement and tractor show in connection was the largest that has ever been given at this annual event. The dealers discussed all the problems now confronting the implement dealer and expressed confidence in the future of the trade.

#### Election of Officers.

Officers were elected as follows: President, J. F. Follmer, Vicksburg; vice-president, F. L. Willison, Climax; treasurer, F. E. Strong, Battle Creek; directors, Isaac Van Dyke, Zeeland; Chas. Meach, Lake View; F. P. Wilson, Smith Creek, and Ernest Hall, Pigeon.

#### President's Address.

President Isaac Van Dyke in his address emphasized the importance of the part the implement dealer must play in the reconstruction period during the world's need for increased food production, and pointed out that deal-

ers must have the equipment ready in order that the farmers could play their part in the production task.

#### Principal Speakers.

W. S. Thomas, president of the Thomas Mfg. Co., Springfield, O., and representative of the National Implement and Vehicle Association, addressed the gathering on "The New Internationalism and the League of Nations." He pointed out that the failure to effect lasting peace heretofore had been the result of the imposing of the conqueror's terms over the vanquished in all previous wars and urged the support of a peace league as the only remedy.

Professor H. L. Thompson of the Moline Plow Co. spoke on "The Tractor and the Implement Dealer." He urged the necessity for the dealer to adopt up-to-date and efficient sales methods in handling the tractor.

#### Secretary and Treasurer Report.

Secretary Louis F. Wolf in his report reviewed a successful year. Treasurer F. E. Strong reported that the association had over \$600 cash in the treasury, and \$500 in Liberty Bonds.

#### Resolutions.

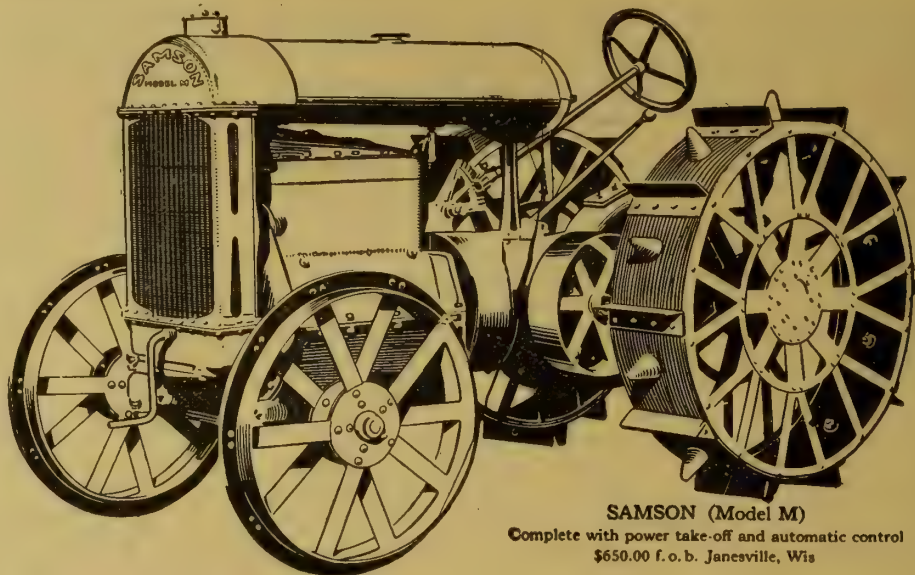
The resolutions committee in its re-

port touched on the following topics:

The resolutions voiced the thanks of the association for the successful termination of the war, and confidence in the future of business; advised caution in buying but urged members to keep ample stocks to satisfy all demands of customers; urged continued support of all patriotic drives and activities; approved the formation of the war service committee; approved national repair week; affirmed the Federation resolution on repairs requesting larger discounts and the eliminations of inequalities in repair prices; protested against C. O. D. charges on repairs when the dealer holds a contract; condemned the practice of manufacturers in marketing tractor plows and tillage goods through other than the dealer who holds the contract for that territory; approved the standard price bill; expressed special appreciation of the work of President Isaac Van Dyke and Secretary Wolf; and thanked the speakers and the city of Kalamazoo for their parts in making the convention a success.

D. B. Jacobs, advertising manager for the United Engine Co., Lansing, Mich., addressed the gathering on sales and advertising methods.





SAMSON (Model M)  
Complete with power take-off and automatic control  
\$650.00 f. o. b. Janesville, Wis

## SAMSON TRACTOR \$650

THE twelve points of Samson (Model M) Tractor given on the opposite page, you will find, unlike the usual mechanical specifications, to be important features—each feature so vital as to make each one indispensable and of the utmost value.

Study each one carefully. Appreciate how the method of construction insures economy of operation, easy handling, and minimum care in maintenance.

And then think what it would mean to you to own a Samson (Model M) Tractor.

SAMSON TRACTOR COMPANY

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## Twelve Important Points— and Each Point a Feature

- ☐ **Motor:** The motor is suspended at three points. Extra water space surrounds the cylinder jackets. **An air washer cleans the motor of dirt, grit, and any other substance.** In this way the efficiency of the motor is greatly increased.
- ☐ **Radiator:** The radiator is of tubular type. **Extra large hand hole** makes possible easy cleaning and any repairing caused by accident.
- ☐ **Oiling:** **Forced feed oiling to all bearings.** This method of oiling will be found in the highest-priced motors built. **Forced feed** costs more than **splash feed** but is surer and safer. Our underpan construction insures constant oil level—up hill or down.
- ☐ **Fuel:** **Burns kerosene or gasoline without any change or adjustment.** Fuel tank holds 22 gallons; with extra large hand hole, enabling one to clean the tank easily. Reserve gasoline tank holding three gallons.
- ☐ **All Moving Parts Enclosed:** **All moving parts enclosed and self-oiling.** All moving parts waterproof and dustproof. **No moving parts exposed except the four wheels.**
- ☐ **Power Take-Off:** A feature of the design of the Samson (Model M) is the "power take-off pulley" acting **as a brake when in field use.** This brake, actuated by the clutch pedal makes change of gears safe and easy to handle. Recognized for years as standard practice in high priced motor car construction.
- ☐ **Clutch:** A plate clutch is used, which is **self-adjusting** and runs in oil.
- ☐ **Grease Cups:** **There are but three grease cups on the entire tractor.** (On most tractors there are too many to count.) **All three grease cups are in plain view.** One is on the fan and two on the front axle.
- ☐ **Lubrication:** **Lubricating oil is applied only at two points, and from there distributed to all moving parts—and only two kinds of oil are used.** The motor and clutch require the regular cylinder oil and the transmission and axle require a heavy transmission oil.
- ☐ **Governor:** Motor speed is regulated by a mechanical governor.
- ☐ **Simplicity of Construction:** The simplicity of construction will be best understood when it is learned that it requires **only three box wrenches** to take down and put together the Samson (Model M) Tractor.
- ☐ **Tool Kit:** The entire contents of the tool kit consists of **three box wrenches.** How many do you find as necessary equipment on the ordinary tractor? **The Samson (Model M) Tractor does not even require an oil can.**

Information necessary so as to enable us to advise the purchaser of the proper Tractor he should buy

Name .....

Post Office .....

Township ..... County ..... State .....

Number of acres in farm ..... Acres in corn .....

Number of acres improved ..... Acres in cotton .....

Level or rolling surface ..... Acres in small grain .....

Character of soil ..... Acres in hay .....

..... Acres in pasture .....

How many horses do you employ to handle your farm work? .....

Do You own a tractor? ..... If so, what make .....

Mail this blank to SAMSON TRACTOR COMPANY, Janesville Wis.

Janesville, Wisconsin



# Implement & Tractor Trade Journal

1886

1918

Formerly the Weekly Implement Trade Journal

Established by

CLIFFORD F. HALL

GEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, DECEMBER 21

## WE ARE LOOKING SEAWARD

TO mix metaphors a bit, there is more solid ground for hope now that America will obtain and maintain a commanding place on the high seas than we have had since the Baltimore clippers used to show the Stars and Stripes in every port about sixty years ago. The American citizen, generally, is taking more interest in matters maritime than he has for half a century.

The war, of course, is the principal cause. Behind that lie a number of contributory causes, chief of which, perhaps, is the fact that the people of the interior have at last awakened to the fact that there is such a thing as salt water and that upon its bosom rides the commerce of the world. Our provincial habits of thinking are rapidly passing.

Without any sectional feeling whatever, it can be said with truth that the vast and populous region between the Alleghenies and the Rockies and the Great Lakes and the Gulf is assuming the leadership in American business and American thought. In growing proportion the bulk of the Nation's human resources lives here. However important the Atlantic and Pacific seaboards may become, they must necessarily remain the fringe of the country. As the Mississippi Basin thinks and acts, so will the Nation perform.

Various trade conventions in this part of the country have recently given positive thought to the merchant marine. This has been expressed mostly in resolutions. It is extremely significant when a dealer in Belleville, Kan., say, and a branch house manager in Kansas City confess themselves enthusiasts over the upbuilding of our national sea trade.

A few years, or even months, ago any mention of the merchant marine in a body of business men would have scarcely raised a ripple. It is raising real interest nowadays. Without this increasing tendency an American merchant marine would be impossible. It must have America behind it.

## FRESH AND SALT WATER

THINK what it means that a half million young men, most of them from fresh-water states, have enlisted in the Navy, and that two million oth-

ers have gone overseas as soldiers! Thus more than two percent of our total population has smelt brine that had scarcely seen the sea before. The voyages of these young men along the ship lanes cannot fail to leave a lasting and powerful impression. Many of them, without a doubt, will follow the sea for a livelihood. A new generation of Americans who "go down to sea in ships" is rising.

One prominent American shipbuilder believes that the shipyards of the country must be kept at maximum production for eight or nine years. He is Peter O. Knight, vice-president and general counsel of the American International Shipbuilding Corporation. He says that the needs of the world's shipping call for the construction of thirty-five to forty million tons as soon as they can be turned out.

In August, 1914, there were fifty million tons of shipping in the world. Despite the desperate efforts made on American and Allied shipways to offset the terrible and tremendous submarine sinkings, it has been impossible to raise the world's tonnage above forty million. Thus there is a shortage of ten million tons under the tonnage used in 1914.

But the needs of the world are far vaster now than then. Adequate transportation is perhaps the first requirement for complete reconstruction. Though, in the purely national view, the need for ships is not so immediately imperative as it was when the outcome of the war was so tragically uncertain, it cannot be said that it has lessened. We must have ships and yet more ships!

All of this has a direct and practical bearing upon conditions in the farm equipment industry. It takes vast quantities of steel to build ships; it takes far less to build farm tools. America must supply the greater part of the material for both. And this, remember, does not contemplate the immeasurable demand for steel in a thousand other quarters.

Any effort to keep prices up is of course indefensible. But it is only solid sense for the business world to govern the reduction, when the reduction comes, so that it will be gradual. Any other course would be disastrous.

So, while we are thinking of the merchant marine and its meaning to American commercial prestige, let us also think of what it has to do right now with the industry in which we are engaged.

## IT WAS A MASKLESS MEETING

IN his commendable eagerness to get us an advance story of the Iowa convention, our Des Moines correspondent, swayed by the influence of

the uncertain rulings and counter-rulings of the local health authorities, made us say in the issue of Dec. 7 that anti-epidemic masks were worn by the dealers who attended.

It seems, however, that the meeting was maskless. Everybody present was able to look everybody else present in the face and read what he saw. Thus the resemblance of those in attendance to a company of doughboys responding to the gas gong existed only in the mistaken prescience of our conscientious correspondent.

With traces of indignation, E. P. Armknecht, treasurer of the Hawkeye association, writes us that he was in Des Moines from Sunday to Friday and didn't see a single mask. Hence, with neither "ifs" nor "ands," we apologize, thinking the while what a boon it would be if the folks who get out trade papers had some sort of a mechanical attachment that would insure absolute accuracy. *Le bon Dieu*, as the French have it, knows that we strive to employ that virtue. But there we go, spilling a forbidden "if"! So we take it all back but the plain apology.

## SOME KINDS OF "FOLKS"

IT doesn't make much difference whether you are building up a community club or a selling organization, these "golden words" of Jewell Mayes, secretary of the Missouri State Board of Agriculture, about the kind of "folks" you encounter and how to place them properly, are worth preserving:

"There's the fellow who reminds us of a certain make of car—no use to call the name. He's not a self-starter, but when you do get him going he can overcome obstacles, climb steep hills and rattle over some mighty rough roads.

"Then there's the dried-apple sort of an individual whose natural tendency is to 'swell up.' Use him for filling.

"We might, in this year of sugar scarcity, liken a few folks to green gooseberries—not worth the sugar it would take to sweeten them. Just let them alone till they ripen.

"Some people are like ciphers. When alone they represent nothing, but placed on the right side—notice that we say the right side—of a real figure, they increase the value of that figure tenfold.

"Other folks are good for pulling. They are so intent upon the work that they seldom stop to blow. Thank heaven for these.

"Still others are so constituted that they will do their best work only in the lead. If they are sure-footed and responsive to the rein, try to use them there."



# Announce Iron and Steel Price Reductions

Action Accompanies News That Government Regulations Have Ceased.

Cleveland, O., Dec. 18.—All regulations by the Federal Government of iron and steel prices, trade customs, allocations, distributions and inhibitions will end with the present year, according to announcement just made. In anticipation of this fact, the principal producers of all forms of iron and steel are announcing today to their trade that they have reduced prices according to a graduated scale suggested by President E. H. Gary, of the American Iron and Steel Institute, last Wednesday noon. President Gary headed the steel and steel products committee of the institute which Wednesday morning waited upon the price-fixing committee at Washington of the War Industries Board in order to agree with this Government body upon prices to charge in the first quarter of 1919.

These iron and steel committeemen were simply carrying out instructions given them at a meeting of over 100 leading producers held in New York City Monday, Dec. 9, although they were well aware that the War Industries Board, and therefore the price-fixing committee of that board, would pass out of existence by resignation on Dec. 31. Hence, when Chairman R. S. Brookings of the price-fixing committee at Wednesday's meeting interrupted Mr. Gary as the latter was about to present a proposed schedule of prices for the first quarter and announced the committee would expire Dec. 31, there was no further need of Mr. Gary's reading that schedule.

## Suggestions Have Been Accepted.

After adjournment, however, Mr. Gary handed to the assembled newspapermen the schedule that had been prepared. It provided for a general reduction of iron and steel prices, figuring these reductions from the usual established bases well known to the trade. The schedule called for these reductions: \$3 a ton in pig iron, \$4 a ton on billets, blooms, slabs and sheet bars, \$5 a ton on universal and sheared skelp, \$4 a ton on grooved skelp, \$4 a ton on structural shapes, \$5 a ton on steel plates, \$4 a ton on steel bars, \$4 a ton on cold rolled steel, \$6 a ton each on No. 28 black and blue annealed sheets, \$4 a ton on galvanized sheets, 40 cents a 100-lb. box of tin plate, \$6 a ton on wrought black pipe, \$6 a ton on oil country goods, \$5 a ton on light steel rails, and a suggested price of \$55 a ton

for standard section bessemer rails and \$57 for open-hearth steel rails. No reductions were suggested on wire rods or wire products of any sort. Nor was the subject of Lake Superior iron ore even mentioned.



SAID the smart-aleck to the fishmonger: "You sell fish selfishly." And the poor fish, nearby, couldn't deny it.

YOU don't quite get us, Ermytrude: A merchant marine is not necessarily a storekeeper who enlists in the famous corps which admits it is always "First to Fight."

WE can understand how Bill Hohenzollern might feel a bit pessimistic over the general outlook, but when the argument switches to an American implement man, it passes our understanding.

TROUBLES troubling you? Turn around and look 'em in the eye. Then watch them tuck their respective tails between their respective legs and scurry away to bark at some wayfarer who hasn't the nerve or the experience to employ similar treatment.

ENGLAND, it seems, prefers the protection of her navy to reliance on the brotherhood-of-man idea as expounded so beautifully by nearly every sweetgirlgraduate who wins a place on the commencement program. Somehow we find ourself agreeing with England about a good many things these days.

BROWNING, who, so far as we have ever read, never had much experience in the implement business, is said to have said, "Everything comes to him who waits." Or it may have been Milton, and John wasn't considered any great shakes of a dealer, either. Still, we know of a good many storekeepers who seem to be convinced of the efficacy of this poetic principle.

ONE of our dealer friends does business nowadays on Liberty Drive. It used to be Railroad Street. It is with our usual enthusiasm over such matters that we endorse the improvement. And yet, according to our latest intelligence, Bismarck, N. D., was still Bismarck, N. D.! Every time we move about you can hear that rankle in our bosom, something after the fashion of the froufrou of a silk petticoat worn by a stately dowager.

JUST after they signed "that there armistick," as the colored porter at our barber shop has it, an enthusiastic celebrant in Eau Claire, Wis., asked Dealer F. R. Sebenthall to lend him a hay tedder. Curious as to what was about to happen, Mr. Sebenthall told him to help himself, and waited. Pretty soon the happy one drove out with a motor truck, a farm wagon and the tedder, all in a string. On the kickers of the tedder were tied numerous cowbells. Noise? Well, they do say it was heard in Berlin.

The price reduction suggestions embodied in the list have been accepted at this time by all the larger producers of iron and steel as indicative of what the market ought to be after January. Therefore, since these producers have announced that they have opened their books for orders for material to be delivered in the first quarter of next year at the Gary suggested prices, these new prices will be those which will govern for a longer or shorter period after Jan. 1.

Whether they will last throughout the first quarter or for a longer period depends upon whether some mill or furnace is able to sell at those prices, or feels it will have to reduce prices still further in order to induce buying and thus keep its works in operation. If general acceptance of this schedule is adhered to throughout the iron and steel trade, then there may come further reductions, say in the second quarter of the year. In fact, the general feeling in the trade is that the new prices will endure at least until about the middle of March, for about March 15 would have been held, in the natural course of things under Government regulation now dissipated, another meeting between the War Board and steel men for the renewed fixing of prices.

The stability of the iron and steel markets, or rather an orderly retirement instead of the oldtime precipitate rush, depends upon the producers striking that happy medium of price averages which will lead to consumers of steel and iron coming into the market and making such purchases of material as they need—must have, in fact, in order to fill the orders upon their own books. When that medium has been reached, it is believed the market will steady itself. Then will begin to be perceived that period of five-year prosperity which Judge Gary at last Monday's meeting predicted will come to the iron and steel trade, "such prosperity as it never has seen before," to quote his own language.

## Mills Go on With Peace Work.

In the meantime, mills and furnaces are going forward rapidly with the work of transforming their plants from war-material making plants to a peace basis. Within the last two weeks, large cancellations of orders previously placed by the Government for shell-steel rounds (to be made into

(Continued on page 48)



# News of the Industry

## ALL RESTRICTION IS OFF

### War Industries Board Revokes Every Regulation of Farm Equipment Industry.

The farm equipment industry is again operating under normal conditions, so far as Government control is concerned. The Farm Implements Committee of the War Industries Board announces that the last restriction has been removed. Thus the industry is empowered to produce 100 percent of its normal output. Until Dec. 6 the industry had been obliged to produce only 87½ percent of its regular volume. There are now no Government restrictions either as to materials, priorities or production.

From the Farm Implements Committee the Implement & Tractor Trade Journal has received the following telegram:

"Circular No. 26, sent out by the Farm Implements Committee Nov. 26, informed the industry of the cancellation of all curtailments of materials which at that time was 12½ percent. Edwin B. Parker, priorities commissioner of the War Industries Board, advised the Farm Implements Committee by letter Nov. 30 as follows:

"Effective Dec. 1, 1918, all restrictions promulgated by the priorities division of the War Industries Board, affecting the farm implement industries, are hereby cancelled and all pledges heretofore made by any member of said industry are hereby revoked."

## Officials Visit Plant.

C. S. Brantingham, E. P. Lathrop, A. T. Jackson and O. M. Peters recently paid a visit to the Emerson-Brantingham Implement Co.'s tractor plant at Minneapolis with a view to considering additional improvements that might be required in taking care of the growing trade on E.-B. tractors. The additions that have been made to the plant during the year, together with the large amount of special machine equipment, have now been fully completed and will give the E.-B. Co. a largely increased output.

## Paul Odle Joins Parrett.

Paul L. Odle, well known in the automobile industry, particularly among motor truck men, has joined the Parrett Tractor Co., Chicago, Ill.

Mr. Odle was formerly associated with both the Republic and Denby motor truck companies. He was manager of purchases of the latter firm prior to joining the Motor Transport Corps of the U. S. Army, where he was assigned to Gen. Drake's office. His specialized ability fitted him for the important work of estimating requirements of spare motor truck parts for the American Expeditionary Forces.

## Elected Secretary of Oliver.

C. Frederick Cunningham, formerly assistant general manager of the United States Cartridge Co.,



C. FREDERICK CUNNINGHAM

Lowell, Mass., has been elected secretary of the Oliver Chilled Plow Works and appointed manager. Mr. Cunningham is a graduate of Stevens Institute of Technology, Hoboken, N. J., class of 1910, mechanical engineering. His marriage to Miss Gertrude Oliver, daughter of J. D. Oliver, took place Sept. 30, 1916.

## C. H. Gardner to Dallas.

C. H. Gardner, who has represented the Emerson-Brantingham Implement Co., in the Lone Star state for several years, has been promoted to the position of assistant manager of the Dallas, Tex., branch.

## P. M. Cantner Promoted.

P. M. Cantner, former salesman, has been appointed assistant manager of the Harrisburg Branch of the Emerson-Brantingham Implement Co.

## ENDORSED NATIONAL SHOW

### N. I. & V. A. Show Committee Are Unanimously in Favor of the Kansas City Exhibition.

The Show Committee of the Tractor and Thresher Department of the National Implement and Vehicle Association has gone on record as fully approving the fourth annual National Tractor Show to be held in Kansas City, Mo., Feb. 24 to Mar. 1. The Show Committee of the Motor and Accessory Manufacturers' Association, while not empowered to vote an endorsement of the show, expressed themselves some time ago as encouraging the membership of their association to exhibit in the National Tractor Show.

It is understood that the Show Committee of the N. I. & V. A. has recommended the disapproval of the association of the proposed show at Wichita and also the proposed show at Oklahoma City as well as the permanent exposition, or Pier Show, proposed for Chicago.

## W. A. Scharon Is Advanced.

W. A. Scharon has been appointed advertising manager of the tractor equipment division of the United Motors Corporation with headquarters in Chicago. In this capacity Mr. Scharon will continue to direct the advertising of the Hyatt Roller Bearing Co. and the Remy Electric Co. Mr. Scharon while in Kansas City, Mo., last week increased the space reservation in the National Tractor Show to 600 square feet for Hyatt and 300 square feet for Remy.

## Branch House Enlarges.

The branch house of the Minneapolis Steel & Machinery Co. at Spokane, Wash., hereafter will handle the trade in Oregon and northern Idaho in addition to Washington. The branch has moved into new and larger quarters at 114-116 Monroe Street.

## Elects New Officers.

The Plymouth Motor Mfg. Co., Plymouth, Wis., formerly the Steiner Engine Mfg. Co., has elected officers as follows: George W. Brickbauer, president; Charles Steiner, vice-president; Frank Schryer, secretary; Gustave W. Schiereck, treasurer.



### New Silo Plant at Fort Scott.

The Interlocking Cement Stave Silo Co., Wichita, Kan., is making plans to locate a plant at Fort Scott, Kan. It is expected that operations will begin about the first of the year.

The company, which was organized seven years ago in Wichita, has grown from a small organization to one of several plants. The plants are located at Lyons, Emporia, Alden, Sylvia, Fowler, Garden City, Dodge City, Ashland, and Wichita, Kan. and Enid, Okla.

### C. N. Kisecker Transferred.

C. N. Kisecker, who has been in charge of the Waynesboro Branch of the Emerson-Brantingham Imple-



C. N. KISECKER

ment Co., for a number of years, has been transferred to the St. Louis, Mo., branch, where he has been appointed assistant manager.

### N. I. & V. A. Credit Men Meet.

The annual meeting of the Credits and Collections Department of the National Implement and Vehicle Association was held at the Congress Hotel, Chicago, Dec. 3.

The newly elected department officers for the ensuing year are: President, R. O. Morgan, Oliver Chilled Plow Works; vice-president, L. H. Gillet, Parlin & Orendorff Co.; secretary-treasurer, M. E. Kolb, Champion Potato Machinery Co. The executive committee, in addition to the foregoing

officers, is as follows: H. A. Clement, Studebaker Corporation; F. H. Farnsworth, Janesville Machine Co.; C. H. Speck, R. Herschel Mfg. Co.; E. J. Duel, Emerson-Brantingham Co.

The annual reports of the officers and committees reveal that the department has been quite active in dealing with such subjects as uniform property statements, trade acceptances, etc. Many members of the department have been using uniform property statement forms and trade acceptances in their dealings with the jobbing and retail trade.

A feature of the program was an address by R. S. White, credit manager of the American Steel & Wire Co., Chicago, on the subject "Credit Problems Attending War Readjustments." C. E. More of Bulkley, More & Talmadge, attorneys for the association, gave a comprehensive address on the subject "Uniform Sales Law."

### F. W. Streuber Is Dead.

F. W. Streuber, 32 years old, district manager for the Minneapolis Threshing Machine Co., died Dec. 11 in Lafayette, Ind. He lived with his mother in East St. Louis, Ill., but the funeral took place in Greenville, Ill., with burial in St. Lawrence's Cemetery. He spent most of his life in Greenville, which was the family home until recently.

### Trade Conventions.

#### January.

Indiana Implement Dealers' Association, Indianapolis, Jan. 8, 9 and 10; Secretary, T. H. McGeorge, Covington.

Minnesota Implement Dealers' Association, Minneapolis, Jan. 7, 8 and 9, 1919; Secretary, C. I. Buxton, Owatonna.

Mississippi Valley Implement Dealers' Association, St. Louis, Mo., Jan. 21, 22 and 23; Louis J. Ringe, Secretary, St. Charles, Mo.

Mountain States Hardware and Implement Association, Denver, Col., Jan. 21, 22 and 23; Secretary, W. W. McAllister, Boulder, Col.

North Dakota Implement Dealers' Association, Fargo, Jan. 22, 23 and 24; Secretary, R. A. Lathrop, Hope. Implement show in connection.

Pacific Northwest Hardware and Implement Association, Spokane, Wash., Jan. 15, 16 and 17; Secretary, E. E. Lucas, Spokane.

South Dakota Implement Dealers' Association, Sioux Falls, Jan. 14 to 17. M. G. Drake, secretary, Vermillion, S. D.

Texas Hardware and Implement Association, Dallas, Tex., Jan. 21 and 23. Secretary, A. M. Cox, Dallas.

Western Retail Implement, Vehicle and Hardware Association, Kansas City, Jan. 14, 15 and 16; Secretary, H. J. Hodges, Abilene, Kan.

Eastern Implement and Vehicle Dealers' Association, Philadelphia, Pa., Jan. 28, 29 and 30; Secretary, Grant Wright, Philadelphia.

#### February.

Fourth Annual National Tractor Show, Kansas City, Mo., Feb. 10 to 15; Guy H. Hall, Secretary Kansas City Tractor Club, Sweeney Building, Kansas City.

Kentucky Hardware and Implement Association, Louisville, Ky., Feb. 25, 26 and 27; Secretary, J. M. Stone, Sturgis.

Mid-West Tractor-Thresher Show, Wichita, Kan., Feb. 11 to 15; F. G. Wieland, Secretary, The Wichita Tractor and Thresher Club.

### Change Wichita Show Dates.

F. G. Wieland, secretary of the Wichita Thresher and Tractor Club, has announced that the dates of the eighteenth annual Mid-West Tractor-Thresher and Accessory Show have been changed from Feb. 18 to 22 to Feb. 11 to 15. The dates that had been set were interfering with the stock show held at Wichita, which is to be held the week following the dates previously named.

### H. E. Metzger Promoted.

H. E. Metzger, who has been a salesman for the Emerson-Brantingham Implement Co., in the Peoria



H. E. METZGER

territory for a number of years, has been appointed assistant manager of the Peoria Branch.

### Company Formed in Colorado.

The Graham-Springfield Implement Co. has been incorporated at Colorado Springs, Colo., with a capital of \$20,000. The incorporators are W. P. Graham, Horace Stringfellow, and James A. Graham.

### Winnipeg Implement Man Dies.

J. D. Adshead, Winnipeg, Man., Can., general manager of the J. D. Adshead Co., distributor in the province of Alberta, for the La Crosse Tractor Co., died from influenza Dec. 11.

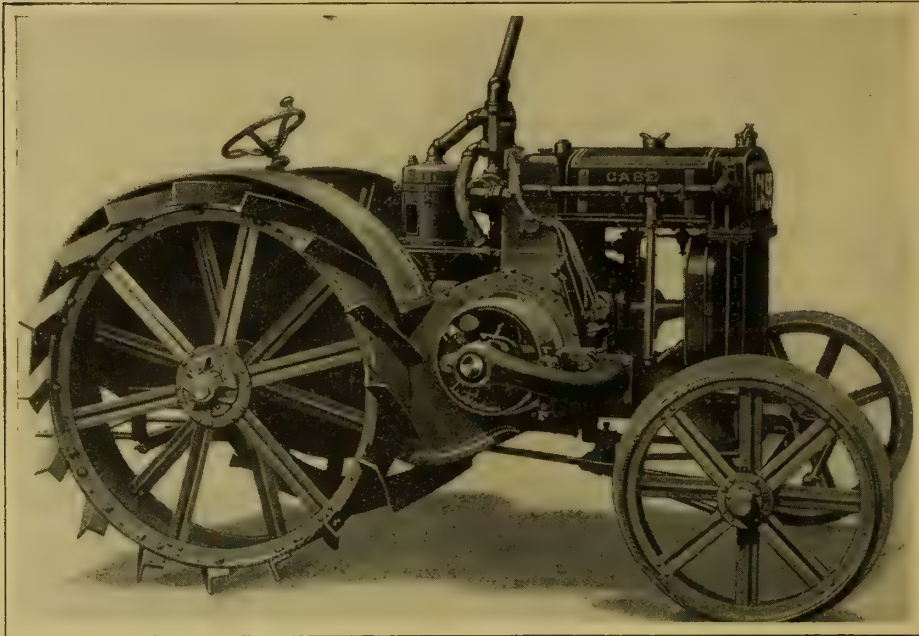


# Announcing the Case 15-27 Tractor

THE latest of the medium sized tractors is the 15-27 kerosene burning machine announced to the general public this past week by the J. I. Case Threshing Machine Co., Racine, Wis. In general lines the machine is similar to the 10-18 machine recently an-

with an 8-inch face, can be supplied at extra price when ordered.

The 15-27 will pull three 14-inch plows in tough sod and will handle four plows under favorable conditions. It is capable of driving a Case 26-46 thresher with feeder and windstacker.



THE NEW MACHINE IS CONSTRUCTED COMPACTLY WITH SPECIAL ATTENTION TO STRENGTH

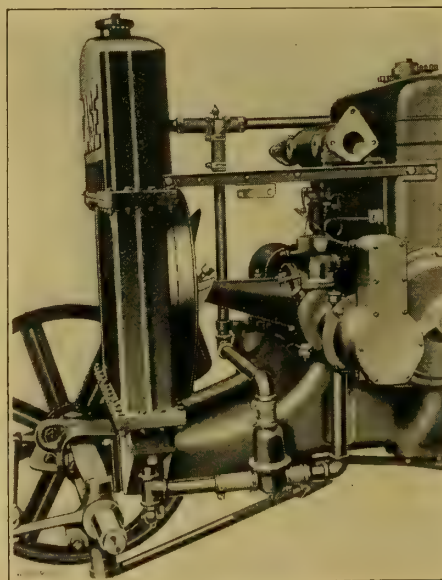
nounced by the company. Its length over all is 127 inches, and its width 68 inches. Its shipping weight is 5,600 pounds.

In designing the tractor special attention has been paid to the drive wheels—these are 52 inches in diameter and 12-inch face. The drivers are strongly constructed of  $\frac{1}{4}$ -inch plate for tires reinforced by angle iron fellows to which are riveted twelve spokes 3-16-inch thick by  $3\frac{1}{2}$  inches wide. The hubs are malleable and four rivets hold each spoke to the hub flanges.

Angle iron grouters  $2\frac{1}{2}$  inches by 3 inches, extending six inches beyond outer edge of tires as illustrated above, are regular equipment. These can be quickly and easily removed in case different styles of grouters are preferred for certain localities. The holes in the tires accommodate various types of lugs or cleats which we can furnish on special order.

Inverted angle iron grouters, supported by a tie ring, as illustrated at top of page 14; also spade lugs as illustrated on pages 2 and 3 are two of the different styles we are prepared to furnish in place of regular equipment on special order. Extension rims,

It has two speeds forward,  $2\frac{1}{4}$  miles per hour and  $3\frac{1}{2}$  miles per hour. The drawbar is located so as to bring the pull under the rear axle, it is trussed



SHOWING THE THERMOSTAT

and may be left swinging or locked in any position desired.

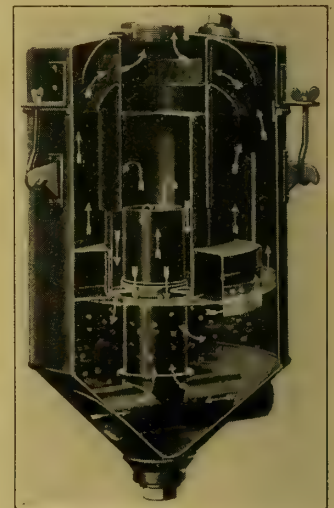
The main frame is a one-piece casting. In addition to being a frame, this casting also serves as the lower

half of the crank case, and constitutes a housing for the transmission, rear axle and bull pinion shaft.

The beds for the bearings for the motor, crankshaft and other main shafts are machined into this one casting. The frame extension, a steel casting, is bolted to the front end of the main frame. The front axle is pivoted at the center on a steel King pin, making a three-point support for the tractor frame. The tractor turns in a circle 27 feet 3 inches in diameter.

The motor in this tractor is especially designed to burn kerosene. It is of the four-cylinder, four-cycle vertical type, with  $4\frac{1}{2}$ -inch bore and 6-inch stroke. All parts are readily accessible. The motor is set crosswise upon the one-piece main frame, thus permitting the use of spur gears throughout and allowing the belt pulley to be mounted directly on the crank shaft.

All parts of the Case motor are accessible. The removable cylinder head



THE AIR WASHER

affords ready access to the valves and pistons. A cover over the valve mechanism is easily removed.

The cylinder barrels in the motor are removable. This Case feature is important. A worn or scored cylinder barrel can be replaced. It is not necessary to get an entirely new cylinder block.

The lower half of crank case is part of the main frame which provides a solid bed for the mounting of the motor, making it impossible for the motor to get out of line with the other parts of the tractor.

The main bearings for the crankshaft are bronze backed babbitt contained in the frame casting. Two large hand holes are provided, through which adjustments to the crankshaft bearings can be made. There are three main bearings for the crank-



shaft, with a total bearing surface of  $12\frac{1}{4}$  inches.

The crankshaft itself is a drop forging, heat treated, with large bearing surfaces, accurately ground to size. Shafts are given a running balance. The governor which is of the centrifugal ball type, is fully enclosed, and runs in oil. A small cover is easily removed to give access to the governor.

The connecting rods are drop forgings of I-beam sections, especially heat treated. The crank pin bearings are of bronze backed babbitt and the piston pin is provided with a solid bronze bushing. The pistons are made of a special cylinder iron. They are ground to size and provided with three rings. Grooves in the pistons assist in the proper lubrication of them and the cylinder walls.

The motor is lubricated by means of a combination force feed and splash system. The splash system lubricates the pistons, connecting rod bearings and valve rocker arms; while the crankshaft bearings, cam shaft and governor are oiled by force feed from a pump.

The ignition is provided by a dust-proof high-tension magneto, which is equipped with an impulse starter coupling. No batteries necessary when starting. The wires from the magneto to the spark plugs are heat, oil and weather proof.

An efficient air washer is assurance against dust, dirt or grit entering the motor through the carburetor. This washer was designed by the Case company and cleans the air by passing it through screens and water.

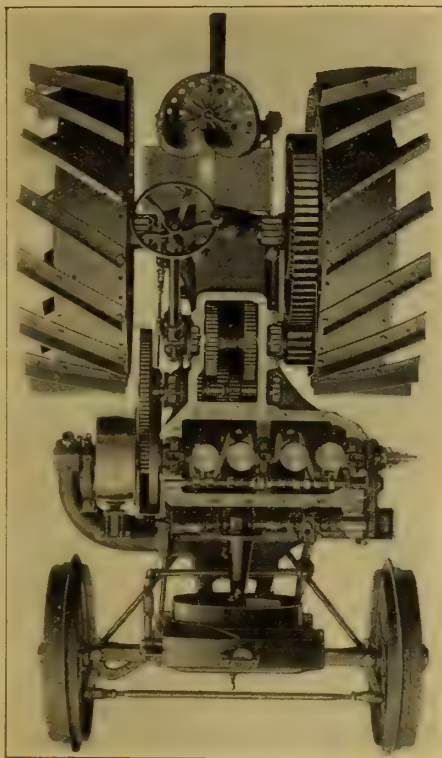
The cooling water is circulated by a centrifugal pump which forces water through the cylinder jackets and through a five-piece army truck type radiator. The core is of the fin and copper tube type with cast iron sides bolted to cast upper and lower reservoirs. It is cooled by a gear driven fan, which runs in New Departure ball bearings.

The circulation of the cooling water is regulated by a syphon thermostat, which aids materially for the successful burning of kerosene. The radiator and thermostat on the 15-27 tractor are almost identical with those on the 10-18.

The mounting of the motor cross-wise upon the frame permits the use of all-spur gears. All gears are of steel, with cut teeth, hardened. They are all enclosed in a dust-proof case and run in oil. The bearings are contained in the frame casting, making it impossible for them to get out of line. By removing housing cover, all transmission gears are easily reached. The gear ratio from the engine to the bull

wheel is 62 and 40 to 1. Hyatt roller bearings are used throughout.

One clutch is used. It is of the expanding shoe type, the spider having a splined hub and the shoes being faced with asbestos friction fabric. All parts that have to do with its adjustment are conveniently located.



THE TRANSMISSION

Like the Case 10-18, the clutch is in the belt pulley and is operated by means of a lever from the operator's seat.

## ILLINOIS DEALERS REVIEW A SUCCESSFUL YEAR

(Continued from page 42-c)

cussed considerably. Several complained of the service of the express companies and railroads. One speaker from Armington said that he lived close enough that many farmers could drive to the repair center in an hour and a half rather than depend upon the express service. Another speaker said that this was a Government proposition due to shortage of help and national congestion, and that there was no help for it. He expressed the opinion that the situation is getting better.

Question No. 2 was, "Is the garage any advantage in handling farm tractors and trucks?" The general opinion was that the two are very closely associated.

Question 3, "How soon will the Implement Administration be discontinued?" The opinion was that Govern-

ment control would continue more or less until the terms of the peace conference are signed.

Question 4, "Why do dealers insist on delivering goods to the customer?" Considerable debate followed. One side said, My competitor does it, so I continue to do it, and I really think it promotes the business. The other side said, It isn't practical to deliver goods. The question of charging extra for delivering was discussed favorably and unfavorably.

## WEDNESDAY, DEC. 4

President Montelius called the meeting to order at 9:30 o'clock. The report of the National Federation meeting was delivered by M. C. Davenport of Lovington, Ill.

An address on "The Relation of the Dealer to the Farmer and the Community," by T. N. Witten, Trenton, Mo., was next in order.

Mr. Witten spoke of the duty of each man to his community and quoted President Wilson when he said, "The most useful citizen in the Nation is the one that is the most useful in the community in which he lives." He put before the dealers the necessity of belonging to the association because it is only through contact with men that they will receive inspiration to make not only their lives better, but their business grow. He said that the implement fraternity played a big part in the world war—that they were next to the soldier and the gun. However, all of this work was done by community cooperation.

J. C. Horpe of Urbana then made an announcement regarding the series of short term courses in tractor operation that are being given by the Farm Mechanics Division of the College of Agriculture of the University of Illinois.

All dealers were then requested to take part in a general discussion of the association work and how it benefits the dealer.

## Washington Has New Course.

The Department of Agricultural Engineering of the State College of Washington will hold a series of four weeks' farmers' short courses at Pullman, beginning Jan. 6. Enrollment can be made every second Monday thereafter.

In addition, this department in connection with the extension service will hold a series of one-week gas engine schools at various towns over the state, lists of which have not been definitely announced as yet.

Parrett Tractor Co., Chicago, Ill., is placing Hyatt roller bearings in the front axles of the Parrett tractors.

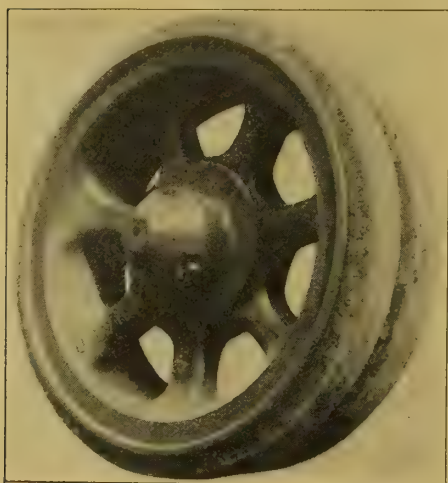


# Tractor Parts and Accessories

## A Steel Wheel for Trucks

**W**HEN the modern motor truck first made its appearance in the business world, it was in many ways still a rather crude affair, but constant improvements and changes have developed it, until today it is one of the most effective methods of commercial transportation.

One of the latest of these improvements has been the invention of a one-piece steel wheel for motor



THE DAYTON STEEL WHEEL

trucks. The constantly increasing weight of loads and the high speed which have been demanded of the motor truck proved too great a strain on the old-style wheel of the built-up type.

A loose spoke on a motor truck wheel was found to be a much more serious matter than it was in the days of the horse and wagon. "Flats" which developed were very destructive of bearings and axles, and in fact had a destructive effect on the entire structure of the truck.

Automotive engineers who were quick to see this trouble, studied the matter carefully. It was universally accepted that a metal wheel was the proper type for motor truck use, and would meet the great need of strength. As a result numerous styles and types of metal wheels were evolved, in an effort to build a wheel which would answer every requirement of truck haulage.

A metal wheel which is finding great favor among manufacturers of motor trucks and among truck owners, is the Dayton steel wheel. This is a one-piece wheel of electric furnace steel. It at once overcomes any possibility of loose spokes, because of its one-piece construction.

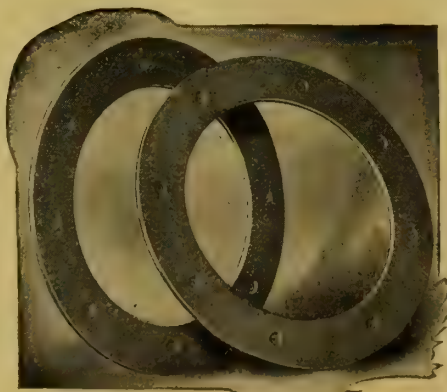
Spokes and rim are hollow and of uniform thickness, which results in lightness of weight. As will be noted from the illustration, it has also a peculiar construction in its odd number of spokes and sweeping curves. This design aims at dissipating excessive road shocks so that they do not reach the axle, but are distributed throughout the wheel, which greatly prolongs the life of the truck.

Recent Government tests have proven that the Dayton steel wheel has remarkable strength and resiliency. The fact that Government experts were impressed with the advantages of the steel wheel is evidenced in the specification of steel wheels in the construction of motor trucks for war work.

## Raybestos Molded Facing

**T**HE Raybestos Co., Bridgeport, Conn., has recently announced a new type of facing for multiple disk facings, known as the Raybestos molded disk clutch facing.

This improved facing is composed of pure asbestos, with a suitable binder, molded under tremendous pressure, insuring absolute homo-



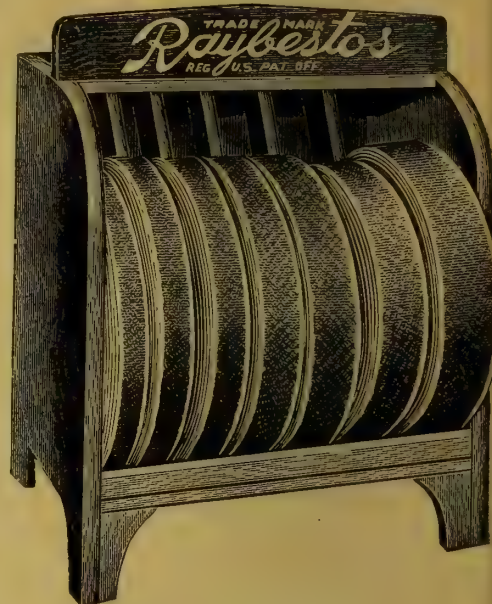
THE RAYBESTOS FACING

geneity and accuracy, declared by the company to be impossible with the woven type of facing, which was composed of asbestos spun around

a composition wire (the wire to give the required tensile strength), this in turn woven into tape, subsequently formed into a ring.

One claim to advantage of the Raybestos molded facing is that it can be made endless.

From an engineering standpoint, this new facing is declared to be a distinct advancement in clutch facing design, inasmuch as the exacting demands of modern automotive engineering design makes necessary



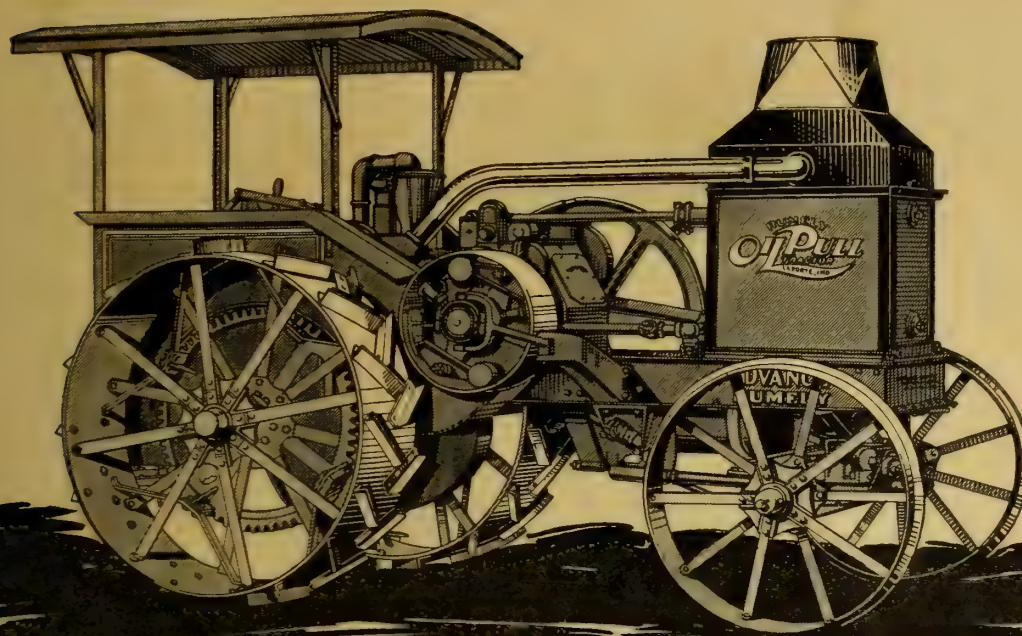
A RAYBESTOS DISPLAY RACK

a clutch having greater capacity of power transmission, still keeping the size of the clutch as small as possible.

The Raybestos molded clutch facing, it is claimed, presents approximately 20 percent greater frictional surface to the steel disk than the old woven type, resulting in a greater carrying capacity for a given size of clutch. The load carried or power transmitted by any faced clutch is directly dependent on the frictional properties or co-efficient of the facing used in the clutch. The co-efficient of friction of the facing must be such as to carry the required load and at the same time giving ease in pick-up or acceleration without excessive wear. It is therefore vitally important then that the co-efficient of friction be alike throughout the facing as it wears to insure action of the clutch.

The Raybestos facing has a co-efficient of friction of approximately .35 to .40.





The  
16-30  
OilPull

## The 1919 OilPull Opportunity for Dealers

A complete standardized line, in sizes to meet every demand of your customers—3 to 10 plow—that's the OilPull lineup for 1919.

This year the dealer can get just what he and his customers have long been asking for—the famous oil cooled, oil burning OilPull tractor in smaller sizes.

You don't need to be told of the popularity and success of the OilPull. You *know* that it has proved itself to be without an equal as a powerful, dependable, cheap oil burning outfit. The record of ten years in the hands of the farmer, working under every possible condition, has proved that beyond a doubt.

The new models are every inch OilPulls. We've put in such improvements as low platform, ratchet starter, Hyatt Roller Bearings, etc.—but those established OilPull qualities of absolute dependability, long life and low cost of operation and upkeep are "inbuilt" in every tractor that bears the name OilPull—no matter what the size.

Furthermore, with every OilPull goes a *written guarantee* of successful performance on kerosene—the *only* tractor that carries such a warranty.

With the OilPull goes the equally well known and established line of Ideal separators, known wherever grain is grown, and the choice of 20,000 threshermen and farmers. Four sizes of the Ideal are offered for 1919—meeting all

needs, from that of the farmer for his individual use to that of the custom thresherman.

And Advance-Rumely backs its dealers with the kind of Service that is due their customers. Twenty-six branch offices and warehouses bring Advance-Rumely Service to the nearest telephone. Complete stocks of machines and repairs are always on hand for *immediate* shipment—night and day service is maintained during the farmer's busy season.

A 1919 Advance-Rumely contract offers the dealer the permanent and growing profits and the volume of business that can go only with such an established, complete line of tractors and separators.



Guaranteed kerosene burners  
Two cylinder, low speed motor  
Two forward speeds and reverse  
Oil cooled  
Low platform—short turning  
Patented shifting device for belt work  
Hyatt Roller Bearings



ADVANCE-RUMELY THRESHER CO., Inc.  
La Porte, Indiana

# ADVANCE-RUMELY



## ANNOUNCE IRON AND STEEL PRICE REDUCTIONS

(Continued from page 42-g)

shrapnel, etc.) have been announced. Such mills were then freed to go upon the making of sheet bars, billets, merchant bars, wire, etc., and they are busy today making just that sort of material as if the war never had interrupted it.

Great machine shops, foundries, etc., the country over still in many cases are working upon war material which never will be used, and they are still busy at that sort of work because the Government at Washington has not had the courage as yet to cancel such orders in the fear it would throw a large number of men and women, thousands of them in fact, out of work. However, it is anticipated by the wiser business men that, while a large number of these munition workers would be idle temporarily through the ending of this war work, yet they would go right back to their places on farms, small businesses, etc., from which they came originally but at the insistent call of their country for badly needed help.

It is felt these men and women, while regretting the passing of the day of high wages in war factories, will not become bolshevik because they are

intelligent and patriotic Americans (or else they would not have responded to their country's call in the first place) and willingly will return to their former occupations. Because of these reasons, the leading iron and steel manufacturers believe the transition from a war to a peace basis will be accomplished far more readily and with the least disturbance in manufacture, commerce and transportation in the next few months than ever was possible before in the history of the country. Too, they expect a drop in the price of commodities as well as wages which will operate to the benefit of wage workers and employers alike. It is the general opinion in best informed iron and steel circles that this transition will have been accomplished in every detail by next autumn.

**Wire Products.**—Something like three weeks ago certain of the more important manufacturers of wire products started their salesmen out after business, following the signing of the armistice. While some business thus was accumulated, yet as a matter of tonnage, it was not large. However, they still were rolling some war orders for France and England, together with some export business, and thus have been enabled to keep going at fair rates of operation. It is generally understood that wire products have been sold at such close margin of profit (some even at red-line figures) that for this

reason no reduction in prices of these products was suggested at last Wednesday's meeting. These prices, per 100 lbs. to jobbers, 5c more to retailers, on basis of Pittsburgh, follow: Wire nails \$3.50, plain wire \$3.25, galvanized wire \$3.95, painted barbed wire \$3.65, galvanized barbed wire \$4.35. Cut nails, Pittsburgh, are quoted at \$5.

**Stamping Material.**—Substantial reductions in the prices of black and blue annealed sheets of \$6 a ton, and of \$4 a ton on galvanized, together with a cut of 40c a box in tin plate, will be welcomed by the consuming trade. No. 28 black, Pittsburgh, is to be quoted for delivery after Jan. 1 at 4.70c per lb., while tin plate will be quoted at \$7.35 per base box of 100 lbs. Sheet mills still are running on considerable business destined ultimately for Government war use, but orders have been received by Youngstown district mills to store some thousands of tons to await final disposition by the Government. Evidently the Government is not disposed to force the resale of this material upon an already uncertain market. Mills have been getting some good domestic business, together with considerable for export to South America and Japan. They now are operating at about 75 percent of capacity and are able to get more satisfactory supplies of sheet bars from mills that had been rolling steel rounds up to a short time ago. Automobile builders have been purchasing sheet supplies in encouraging tonnages. The new reduced prices of sheets and tin plate after Jan. 1 will operate automatically to

(Continued on page 58)

## Deming Pumps

Dealers handling Deming Pumps and cylinders can meet any pumping condition. Catalogue No. 25 gives complete details of hundreds of different styles and sizes of pumps and complete water systems.

### GENERAL DISTRIBUTING HOUSES:

CHICAGO—Henion & Hubbell, 217-221 N. Jefferson St.  
PITTSBURGH—Harris Pump & Supply Co., 320-322 Second Ave.  
RICHMOND, VA.—Sydnor Pump & Well Co.  
PHILADELPHIA, PA.—W. P. Dallett Co., 49 N. Seventh St.  
BOSTON—Chas. J. Jager Co., 15 Custom House Street.  
NEW ORLEANS—Stauffer, Eshleman & Co.  
Crane Co., Indianapolis, St. Louis, Spokane, Portland, San Francisco.

The Deming Co.  
Salem, Ohio



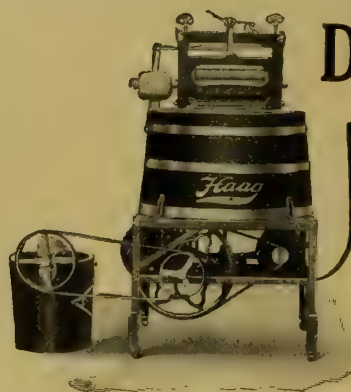
FIG. 440  
Windmill Force Pump



FIG. 322  
Brass Tube Cylinder



FIG. 228  
Hand Lift Pump Standard



## Don't Wait!

NOW IS THE TIME TO GO after the Power Washer business with a live proposition to offer your trade.

## The HAAG LINE

is complete and every model will give satisfaction to you and to your customers.

HAAG Washers are famous for their convenience, simplicity and durability. The heavy tub alone is a big feature and combined with the convenient arrangement of all working parts, and the utmost simplicity of mechanical construction which does away with trouble possibilities, gives you machines that "go over the top" for satisfactory service.

Write your jobber for full information.

## HAAG BROTHERS CO.

PEORIA, ILL.

### LIST OF JOBBERS:

Luthy & Co., Peoria, Ill.; Huber Bros., Minneapolis, Minn.; Linsinger Implement Co., Omaha, Neb.; Blish, Mize & Silliman, Atchison, Kas.; Chas. Parker & Son, Denver, Colo.; Turner Mfg. Co., Port Washington, Wis.; L. Stauffer Hdw. Co., Chicago, Ill.; Rawlings Implement Co., Baltimore, Md.; Overseas Sales Co., New York, N. Y.

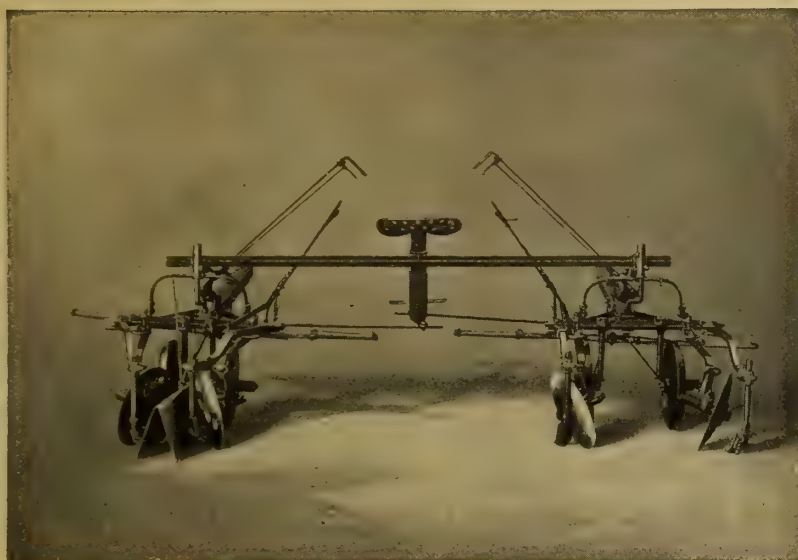


FAMOUS  
OHIO

FAMOUS  
OHIO

# TIE TO THIS LINE

"Ohio"  
Service Plus  
Liberal  
Treatment  
and a  
Square Deal  
Makes  
This  
Cultivator  
Worthy of  
Your  
Consideration



Famous Ohio Two Row Lister Cultivator

"Ohio"  
Quality Plus  
Experience  
in  
Designing  
Farm  
Implements  
Makes  
This  
Cultivator  
The One  
You Should  
Buy

See Them at **RHODES IMPLEMENT CO.** Sample Floor  
Kansas City, Mo.

The Sled  
Cultivator that  
is the  
Season's  
Sensation

Perfect  
Control  
Discs Can Be  
Set at  
Any Angle

Equipped  
With Knives  
When  
Desired



Famous Ohio Easy Lister Sled Cultivator

The Sled  
Cultivator  
With  
Features  
Worth While

Discs  
Changed  
Instantly from  
In to Out  
Throw

No Bolts  
Removed

No Wrench  
Required

**The Ohio Cultivator Co.** BELLEVUE  
OHIO

*Write for Complete Information and Dealers' Proposition.*

FAMOUS  
OHIO

FAMOUS  
OHIO





## INCREASED AGRICULTURE

### The J. R. Hamilton Advertising Agency

You will see the advertisements of six of our clients in this Section. We have no doubt they are placed here partly out of compliment to us.

Through our export connections some of these clients have negotiated big European orders.

Through our distributing connections others of these clients have opened up new territory at home.

It is a common thing for clients to wire us instructions to go to Minneapolis or Kansas City or Des Moines and interview all possible distributors for their lines.

Is this the function of an advertising agency?

We are sometimes reminded of Dicken's story of Nicholas Nickleby at Squeer's school.

"Spell Winder", says Nickleby.

"W-i-n-d—wind," "d-e-r—der—winder," says the boy.

"Very good sir," says Nickleby, "Go and wash 'em."

#### The Function of Merchandising in Advertising

You hear a great deal of talk these days about "merchandising"—and most of it *is* talk. It requires not only specialized knowledge, but wide specific associations to perform that function. And it is safe to say that the woods are not full of agencies which have these specific business associations and that specialized knowledge combined; because the woods are not full of such men in any field.

Merchandising represents the correct balance between finance, production and distribution. It is the fundamental basis for all selling. It means marketing by analysis. Advertising is only one of its branches.

The business of an advertising agency is our particular business. We have been forced into merchandising, not because we wanted to do these things, but because our clients found use for the specialized knowledge and the important associations we possessed. Advertising of itself is much easier—and we might almost say more profitable. But it *does* pay the *client* and so it is fair to assume that it will ultimately pay us.

#### What Our Service Consists Of

This is an age of "loose talk" and therefore, we shall be careful in our statements. We deal with real clients on an equal financial footing and we have usually found that financial responsibility creates "verbal" responsibility. Therefore, carefully speaking, here is what we do:

We analyse possible markets with relation to the business a client is already doing.

We assist in opening territory through distributors in kindred lines.

Through these same distributing sources, we make field investigations and sum up the possibilities of a product in different territories. We submit plans for increasing sales, based on a manufacturer's facilities, on his potential markets at home and abroad, on his competition and on his present sales organization.

And finally, through well paid specialized writers, who have the gift of expression, we prepare his advertising, his catalogues, booklets, dealer helps and so on—all with a full knowledge of his product, his finances, his organization, his field and its possibilities.

If you are interested in this kind of service, please write us and we shall discuss the subject of similar work for you.

J. R. Hamilton Advertising Agency, 326 West Madison Street, Chicago, Illinois





## INCREASED AGRICULTURE

### —and How It CoOperates

#### *A Few of the Clients We Serve*

##### **The John Lauson Manufacturing Company, New Holstein, Wis.**

For 23 years the Lauson Frost King engine has been the standard of farm engine excellence. And today the Lauson Full Jewelled Tractor is recognized as the "pattern tractor"—the highest development of the 3 to 4-plow tractor—with features of construction which other makers study in designing the newer machines on the market.

##### **The Independent Harvester Company, Plano, Illinois**

Independent farm machinery has long been recognized for its quality, its low costs, its serviceability. Great progress has been made in the last ten months. New dealers have welcomed the cash selling plan by which prices of the nineteen independent lines have actually been *reduced* in the face of a rising material and labor market.

##### **Monarch Tractor Company, Watertown, Wisconsin**

For the last three years fully 70% of the NEVERSLIP and LIGHTFOOT creeper tractors has been exported. The endless belt construction of the Monarch tread has been specially suited to difficult plowing and hauling conditions in European farming, road work and hauling. Now these famous tractors are available in increasing numbers for American farm use. And you can look to the Monarch Tractor Company to take its place as the foremost maker of creeper type tractors for average farm use.

##### **South Bend Chilled Plow Company, South Bend, Indiana**

Every tractor requires a tractor plow. It was natural for tractor makers and farm buyers to look to this old reliable company to design a serviceable power lift tractor plow. The well-known CASSADAY POWER LIFT TRACTOR PLOW—adjustable for two, three or four bottoms—is the result. The South Bend line is complete, walking plows, riding plows, cultivators, harrows—a full line of salable and serviceable tillage tools.

##### **Port Huron Engine & Thresher Company, Port Huron, Michigan**

Time is the measure of all things. It assures the dealer who sells and the farmer who buys that his judgment was right. For a concern could not endure to the ripe old age—and yet be young with ideas for new development—as has this company unless there was back of it a dependable line of goods, a fair selling price, a generous margin of profit to the seller. The PORT HURON BABY SEPARATOR—a 20" x 34" threshing outfit with self-feeder and wind-stacker—is the first of the grain separators capable of being operated by the engines and tractors of small horse power. It's an individual farmer size outfit.

##### **Ann Arbor Machine Company, Ann Arbor, Michigan**

Who is there who has not heard of the ANN ARBOR BALER "The Baler for Business"—since his grandfather's days. Thousands of owners in every hay growing and baling section of the country testify to its 35 years of economical performance. And just as Ann Arbor Balers have stood the test of time and been a source of profit to the customer and dealer, so will the ANN ARBOR DISC THROWER ENSILAGE CUTTER meet with similar success. It is the product of a successful company, and embodies advanced features of construction which make it light running, fool-proof, economical and of large capacity.

The J. R. Hamilton Advertising Agency, 326 W. Madison Street, Chicago, Illinois



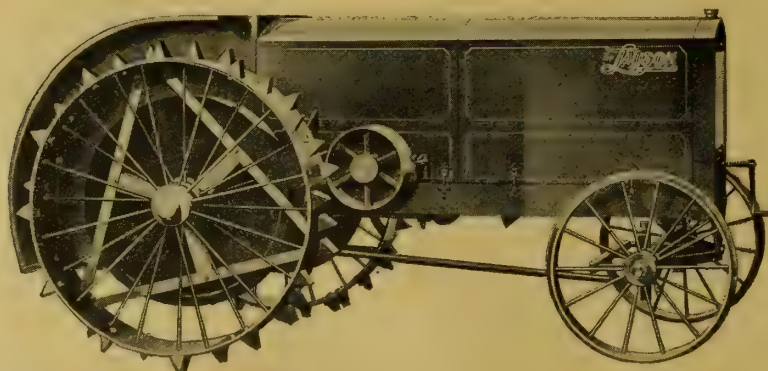


## INCREASED AGRICULTURE

### Increased Production

**A**LONG with increased agriculture must go increased production. Dealers and farmers alike have had to wait for LAUSON deliveries during the past season. The demand has always been far ahead of the supply. Quality production and a fair market price, together with a generous margin of profit for the dealer are responsible for this happy condition.

But our output will be more than doubled during 1919. There are new features, new refinements, helpful additions—such as the famous CHRISTENSEN SELF-STARTER, noted for the part it has played in truck and aeroplane starting during the war period—which make the LAUSON still more salable and more satisfactory in its operation.



#### The Pattern Tractor

In the making of a tractor, manufacturing experience and responsibility count heavily. In the LAUSON there has been no change in fundamental principle for nearly three years. Its "full jeweled" construction and surplus power have contributed to its long life.

How many tractors you know have half the number of Hyatt and Timken Roller and Ball Bearings—24 to be exact? How many tractors rated to pull three 14-inch plows have so powerful a motor? How many have so uniformly a successful kerosene burning carburetor, or enclosed governor, or ignition system, or belt pulley speed range, or easy control?

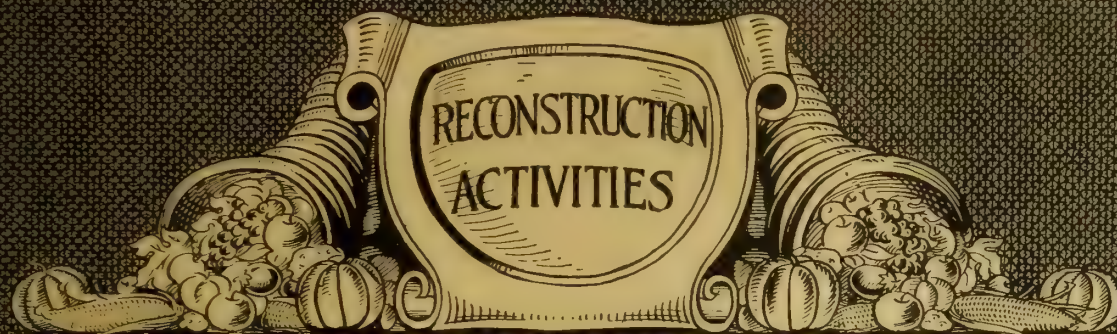
Other makers look forward eagerly to LAUSON engineering, as a guiding standard to follow. So it is rightly known as the "pattern tractor."

#### Why Don't You Sell the LAUSON

No matter what tractor you have been selling, let us prove that the LAUSON dealership will offer you more substantial profit, a more permanent business, more prestige and require less service than any machine of its class. See whether your territory is available. Branches and distributors are located throughout the territory. Write for full information.

The John Lauson Manufacturing Co., 1845 Monroe St., New Holstein, Wis.





## INCREASED AGRICULTURE

### The Home of the Marsh Harvester

PLANO, ILLINOIS, "The Birthplace of the Harvester," in 1858 produced the Marsh Harvester and still later, the "self binder" the first machine to successfully cut and bind grain, and the quaint stone buildings in which the giant harvester industry was born, still stand in the cluster of factory buildings which make up the INDEPENDENT factories.

### Quality Materials and Workmanship

The Independent Line has always been known as a quality line. Our dealers are assured farmer confidence and satisfaction because each machine is quality built, from the *right* materials, by skilled workmen who have been brought up in the farm machinery manufacturing business. Steadily increasing demand for our line proves its *real worth*. Now, more than ever before, with the call for Increased Agriculture, farmers will *need* quality implements like ours.



### Your Success Depends on Farmer Satisfaction

Sell the farmer the implement that will properly perform the work for which it is built and that gives him real value for his money—and you have gone a long step towards building solid, substantial business. The demand for our line is here *right now*—you can fill it and make ready profit if you have samples on your floor.

We help you do this by offering a wide and varied line of quality farm implements—built from *practical knowledge of actual farm needs*. No freakish or untried principles, but simple, sensible and profit producing implements that have been successfully used on thousands of farms under all farming conditions. Write at once for details of our dealer proposition—your territory may be open.

Disc Harrows  
Grain Binders  
Mowers  
Hay Rakes  
Sweep Rakes  
Corn Binders  
Spreaders

Gang Plows  
Walking Plows  
Walking Breaking Plows  
Handy Cars  
Pipe Bar Harrows  
Wood Bar Harrows  
Cultivators

Grain Drills  
Seeders  
Field Cultivators  
Alfalfa Cultivators  
Gasoline Engines  
Pump Jacks  
Grindstones

INDEPENDENT HARVESTER COMPANY, Ltd., Plano, Illinois, U. S. A.

**Branch Houses:**

Des Moines, Ia.  
Minneapolis, Minn.  
Kansas City, Mo.

Lincoln, Nebraska  
Wichita, Kansas  
 Fargo, North Dakota

Peoria, Illinois  
Billings, Montana  
Aberdeen, S. Dakota

Sioux Falls, S. Dakota  
Madison, Wisconsin  
Great Falls, Montana

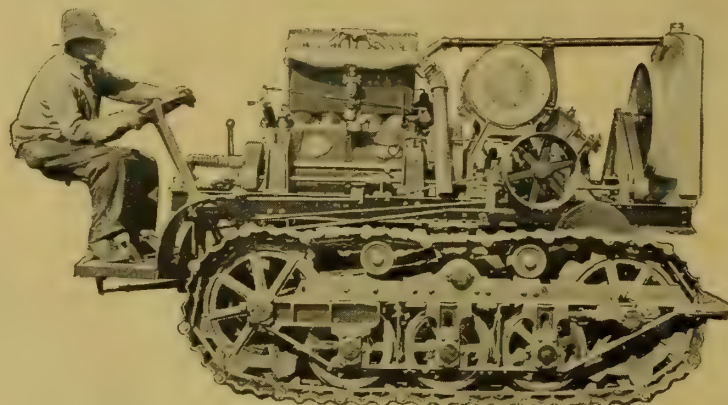




## INCREASED AGRICULTURE

### Are You Ready for Increased Tractor Demand?

**N**OW is the time to prepare for tractor dealer leadership by selling the tractor that has won "over there." For 3 years the bulk of Monarch Tractors has been shipped to our Allies.



### Neverslip and Lightfoot MONARCH TRACTORS

Now we are ready to open negotiations with aggressive and responsible dealers in this country who want to build up a permanent and profitable tractor business. The remarkable efficiency and working ability of the Monarch Endless Belt Drive has been proved in strenuous war work and farm work. The high draw bar pull, full development of the motor power into pulling power, has been demonstrated.

The light tread of the Monarch, lighter than that of a man walking over the same ground, has been demonstrated on every kind of soil—hard packed, mud, sand, and roughest driving conditions. It's the light tread and

strong pull that make the Monarch the easiest to run and the cheapest to own of all tractors. It's the broad, wide creeper belt of the Monarch that takes it where other types of tractors cannot go.

#### Three Models Meet Every Demand

Lightfoot 10-6, 1100 lbs. draw bar pull;  
Neverslip 20-12, 2200 lbs. draw bar pull;  
Neverslip 30-18, 3300 lbs. draw bar pull.

There is a model for the small farm—the larger farm and one for the hardest tractor work. Prices are right for the work the tractor will do. They make the use of a Monarch Tractor a profitable investment.

**Act Now** To dealers who secure our dealership now we offer deliveries that will build up the right kind of a foundation for Increased Agricultural Demand. Our proposition is a money maker for you.

MONARCH TRACTOR COMPANY, - - Watertown, Wisconsin



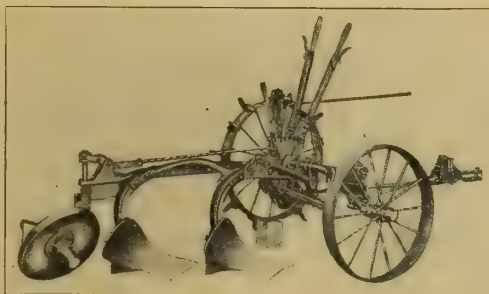


## INCREASED AGRICULTURE

### First to Build the French Plow

**W**HEN FRANCE was in the throes of war and her every industry was devoted to production of munitions, she turned to America to furnish her with agricultural machinery. Happily our contribution was the BRABANT PLOW—the two-way plow used in France, Italy and Belgium for small farm and vineyard cultivation. Never before has this plow been successfully produced in America. And yet it became just another achievement for us to adapt our forty years of good plow building experience to Europe's particular demand.

### And now comes the Casaday Power Lift Tractor Plow



Here is the No. 5 Convertible Power Lift Tractor Plow that is helping thousands of farmers respond to the call for Increased Agriculture.

A simple, easily operated and unusually strong Power Lift that gives highest lift, lightest draft and greatest clearance on Head Lands. Saves hours of time in stopping to clear clogged track. Saves as much as 200 pounds draft per bottom over most tractor plows. Can be made a 1, 2 or 3 bottom engine plow or reverse—according to drawbar pull of tractor or plowing conditions. *All size bottoms available.*

### Secure Your Territory Now

Can't you see how urgent it is for you to secure the exclusive territory for such a long-needed, wanted line **NOW!** Sells on sight to *experiencea farmers* who recognize simplicity, strength and efficiency. Such a line as this helps to secure leadership for you. Liberal profit and prompt deliveries.

**SOUTH BEND CHILLED PLOW COMPANY**

:

**South Bend, Indiana**

*Makers of the Famous Casaday Farm Implements*





## INCREASED AGRICULTURE

**H**OW are you preparing to meet the call for increased agriculture? Far-sighted dealers are now preparing for the great demand for dependable, efficient and profit-making farm machinery and implements by seeking a quick and easy selling line that will make them leaders in their territory.

### Sell the Port Huron Line

Thousands of farmers know from personal experience or from neighbor observation that our name has been a guaranty of quality, economical service and durability since 1851. Increased agriculture must mean to the farmer, increased profit. He can get this by using simple and service-giving power-machinery and implements. He gets these in the Port Huron Line. The result is complete confidence in the dealer who sold them—and the increased dealer trade that comes from personal recommendation from one farmer to another.



### The Port Huron "Baby" Separator

Two Sizes—20 x 34 inches; 22 x 38 inches

Famous for its "Mule Kick" separation. Successfully threshes, separates and cleans great variety of grains. Simple and strong construction makes it economical to maintain. No eccentrics or crankshafts on inside to wind with straw and cause delays. All parts requiring oiling or adjusting located outside—easy to get at. Built low down, perfectly balanced and does not shake itself to pieces. Cleans and saves all grain with amazing efficiency and speed.

#### Built for Small Tractors

160 Bushels an Hour

Any portable engine or small tractor of 16 to 22 H. P. is sufficient to drive the 20" x 34" Port Huron Baby Separator. A Fordson Kerosene Tractor threshes 160 bus. of oats per hour.

Increased agriculture will call for individually owned threshing outfits. And here is the outfit farmers will buy. Not only because it is simple and efficient, but also because it is backed by the makers' 67 years experience in building the highest type of farm power machinery and implements.

#### The Port Huron Tractor

6 Speeds Forward and Reverse

burns kerosene or gasoline. Develops 12 H. P. at drawbar—sufficient to pull three 14" plows under average soil conditions; 25 H. P. for belt work—ample for all farm power needs. Quick access to all working parts. High grade workmanship and finest quality construction. Easy to manipulate and unusually flexible.

**Write or wire now for attractive dealer proposition**—secure your territory Now.

Tractors — Threshers — Corn Shellers — Saw Rigs — Road Making Machinery

PORT HURON ENGINE & THRESHER COMPANY - Port Huron, Michigan





## INCREASED AGRICULTURE

### Increasing Demand for Ann Arbor Silo Fillers

**H**OW many silos were built in your district last year? Who sold those farmers their Silo Fillers and what makes of Silo Fillers are predominant?

This year MORE silos will be built because experimental stations have proven the tremendous food value in silage—and because farmers who are feeding stock on silage make more profit than the farmers who don't.

Then there are the farmers who bought inefficient, non-dependable Silo Fillers. They also will want a

### Dependable and Efficient Quality Silo Filler



Here is your opportunity to make easy and quick sales of a Silo Filler whose scientific, sound and sensible construction have won the farmer's approval—the ANN ARBOR DISC THROWER ENSILAGE CUTTER.

It's the safest and most efficient cutter on the market—with three long-wanted features combined—

- Solid one-piece main frame for rigidity and strength.
- One-piece steel fly wheel with knives and fans set in machined grooves—proof against "blow-ups."
- Six Fans on fly-wheel to provide a continuous stream of ensilage without moving an unnecessary volume of air.

Its patented, solid crucible steel knife-on-the-fly-wheel is recognized by farmers as being years ahead of its time.

And it combines safety—better ensilage—less power to operate.

Any farmer owning a silo is a prospect for an ANN ARBOR because it's made in a size and at a price to meet any need.

### Made by the Builders of Ann Arbor Balers

For 35 years Ann Arbor Balers have been "the baler for business." There's a range of sizes for every balable material and every capacity. The dealer's who now sell them recognize them for their serviceability, their freedom from trouble and the generous profits allowed by the jobbers. YOU will find the full Ann Arbor line a salable line.

By demonstration, it has been shown that with less power, the Ann Arbor produces better ensilage than other machines.

ANN ARBOR MACHINE COMPANY - - Ann Arbor, Michigan



## ANNOUNCE IRON AND STEEL PRICE REDUCTION

(Continued from page 48)

reduce wages of sheet mill hands on the union sliding scale nine percent and tin mill men eight percent. The National Enameling & Stamping Co. has just announced a reduction in all prices of galvanized and japanned ware of 10 percent effective Dec. 14.

**Stoves.**—Pig iron sellers announce they are supplying stove foundries with all the metal they are asking, the Government "lid" having been lifted. There now appears to be no further limit upon the production of stove castings, and the latter manufacturers in northern Ohio and Michigan are going right ahead in preparation for resumption of output in the usual manner with the opening of the manufacturing season in February. However, the warm winter season is resulting in some stock accumulations at warehouses.

**Brass Products.**—The downward movement in the price of virgin copper and the lower price of spelter have combined to force a softening of the brass and copper markets. While copper producers are holding as heretofore to the Government maximum of 26c a pound, yet dealers in New York are selling "short" at 25c, thus showing what they think the market may be early in the new year. Cancellations of Government contracts for war materials are coming out rapidly in the Eastern manufacturing centers, the telephone being employed commonly to pass the word along. A reduction of 1c a pound in seamless bars and copper tubing, which was announced several days ago, has been followed by wire makers shading the former price to 28.75c f. o. b. mill, instead of the old base of 29c. Copper rods now are offered at 27.50c mill. Copper bands and turnings are offered by the Government at 18c, New York, while high grade crucible copper scrap is quoted around 20c. Copper briquets are offered at 19c.

**Linseed Oil.**—The usual seasonal dullness in linseed oil is being followed by corresponding quietness in flaxseed. The suggested export trade to Europe has not developed and may not for some time. Western crushers are small buyers and carlot buyers are practically out of the market, only for immediate needs. Prices are virutally unchanged, being \$1.75 for 1 to 4-bbl. lots, compared with the high of \$2.05 and the low of \$1.35 for the year to date; and \$1.74 for 5 to 10-bbl. lots, comparing with a high of \$2.04 and low low of \$1.34 a gallon. Oil meal is quoted at Cleveland today at \$60 per ton, compared with \$59.50 at the opening of the week.

## INDUSTRIES ORGANIZE FOR THE NEW ERA

(Continued from page 35)

men of the United States as to how they may be most helpful in meeting the necessities of Europe and caring for the interests of American industry and commerce.

(b) To be available to the peace delegates of the United States for any needed information which they may be able to present or for any other aid which may be given by the business men of the United States through the medium of such a commission.

The Chamber of Commerce of the United States also is requested to appoint members of the commission to represent the business men of the United States at the forthcoming meeting of the Permanent Committees of the International Congress of Chambers of Commerce.

### Markets for Foreign Trade.

We strongly urge upon our Government the vital necessity of encouraging and developing our foreign trade through all appropriate means possible, in order that the production of industry may afford employment to wage earners and prosperity to the nation.

### South American Relations.

It has long been the policy of this nation to cultivate relations of close sympathy with the nations of the Western Hemisphere as expressed in the Monroe Doctrine. We believe that those relations should be supplemented and strengthened by a vigorous development of our commercial and financial association with our neighbors of North and South America.

The Government's control of shipping should be brought to the accomplishment of this purpose as soon as it is consistent with other urgent needs, and the work of the Pan-American Union should be continued and broadened in scope.

### Property Rights in Mexico.

By provisions in a constitution adopted while much of the country was engaged in civil strife, and through subsequent legislation, Mexican authorities have threatened rights acquired by Americans in good faith, especially in minerals, including petroleum. Against threatened confiscation the American Government made formal protests. The attitude taken by the American Government is heartily commended as in accordance with obvious justice.

### Education for Foreign Commerce.

In the larger opportunities which are to be opened to American business men to play a part in the international commerce of the world the need will be felt for more men who are trained to a knowledge and understanding of the languages the business methods and the habits of thought of foreign lands. Complete success can only come to those who succeed in putting themselves into full accord and sympathy with the peoples with whom they are to deal.

We urge upon our industrials that they take steps to provide opportunities to young men to obtain an education in the practices of overseas commerce and finance and in the practical use of foreign languages.

We call the attention of the various departments of Government and of educators to the importance of this matter and ask that special efforts be made to supplement the valuable work already done and to open up every facility to the furtherance of a successful prosecution of this educational work.

### Forest Products Laboratories.

The Forest Products Laboratories, of the United States Forest Service, have rendered valuable service through scientific investigation of the physical properties of American woods and their adaptability for structural, industrial, and

ornamental usage. It is of great importance to American industry that the Government should extend and adequately maintain the work of the Forest Products Laboratories.

### Cost Accounting.

It is the sense of this convention that a system of uniform cost accounting should be adopted by each industry.

### Council and Executive Committee.

Your committee has given serious consideration to the suggestion that following this conference an executive committee should be appointed to relate the efforts of the various War Service Committees, keep them continuously informed on matters of common interest, and coordinate their work on national problems.

It is the conviction of your committee that it is absolutely essential to the stability of business in this country and the prompt and wise solution of our problems that the War Service Committees should continue their work in cooperation with Government agencies and now turn their attention to the new questions with which the country is faced. We therefore recommend that all present Committees so represent their industries and that an Executive Committee be named with as little delay as possible.

At the meeting of the chairmen of the War Service Committees held in Washington, D. C., on Dec. 12, 1917, the Chamber of Commerce of the United States was requested to undertake the organization of committees in all the industries not then represented. By vote this conference also requested that the War Service Executive Committee of the National Chamber should act as the executive committee of these committees of the industries.

In this direction the Chamber would wish to make the cooperation of these committees on a national scale as effective as possible, and it will continue to publish such bulletins and reports as may be necessary for their benefit, and place at their service the facilities of its general headquarters in Washington and its branch offices.

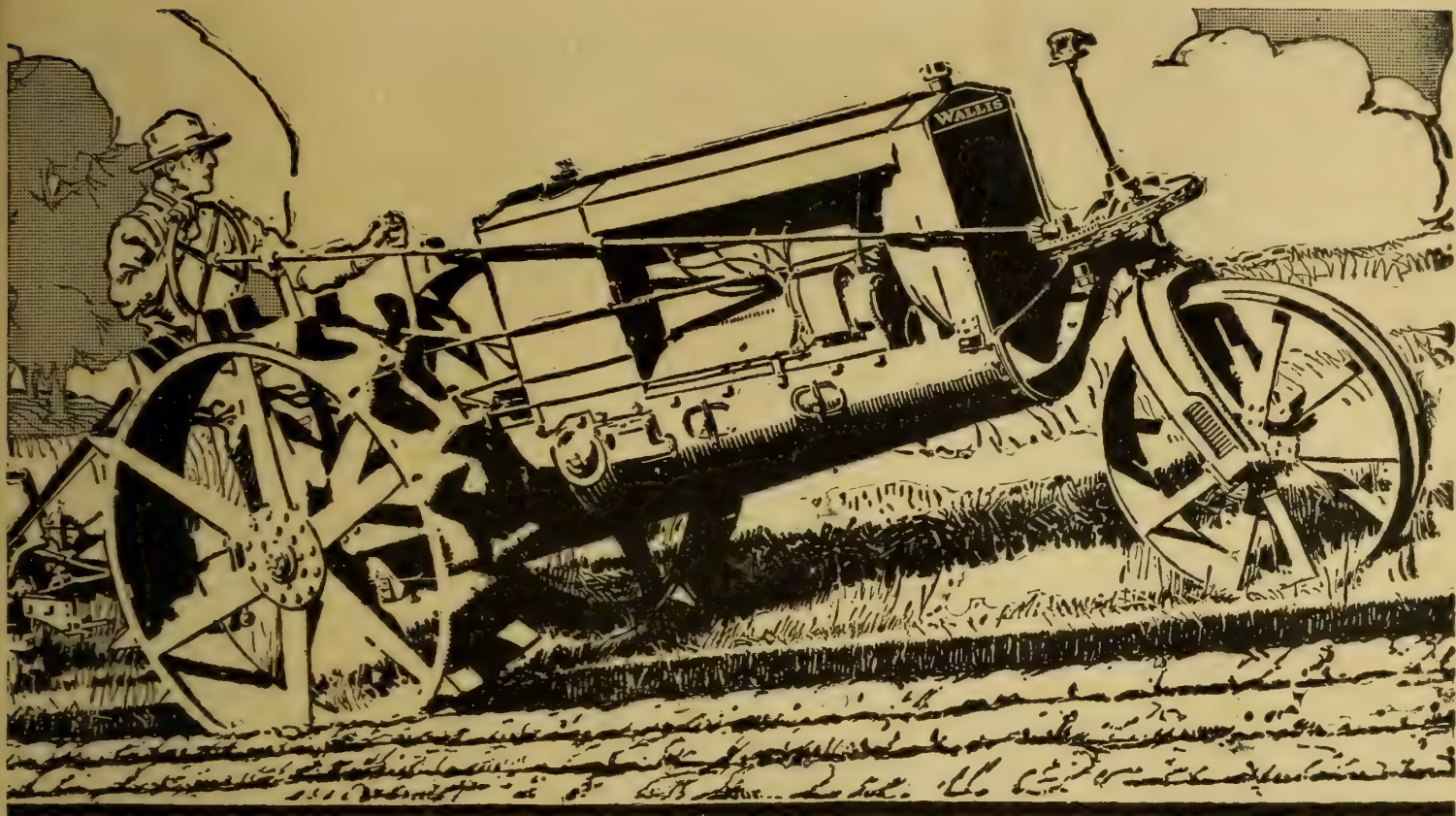
It is the opinion of your committee that this conference should immediately take advantage of the willingness of the Chamber to undertake this responsibility, and it therefore presents the following resolutions:

Resolved, That this conference requests the Chamber of Commerce of the United States to appoint a War Service Executive Committee to such number as may seem best to relate the efforts of all of the War Service Committees, and to aid in making effective the action of this conference and pledges its assistance to the National Chamber in securing the service on the committee of such leaders of industry as may be called to act.

Resolved, That the chairmen of the War Service Committees of the industries, or in their absence the vice-chairmen, shall constitute a council to be advisory to the War Service Executive Committee, and to meet from time to time at the call of the Executive Committee or any twenty-five members of the council.

Resolved, That new War Service Committees representing industries not now organized may be recognized by the War Service Executive Committee or by the council.





# WALLIS

*America's Foremost Tractor*

## Fifty Buyers for Every Tractor

The demand for Wallis Tractors is many times greater than the supply. Present dealers cannot secure as many as they want.

Our only reason for opening more agencies at this time is to secure nation-wide distribution, thus extending the influence of the Wallis into every section of the country.

The market is unlimited today and will grow each year because the farmer is now convinced that a tractor of the right kind will do more work and do it cheaper than horses.

The Wallis so fully meets the farmer's needs because it is the first tractor to successfully combine great power and extreme durability with light weight.

By the elimination of 1,000 to 5,000 lbs. needless weight and the introduction of such mechanical refinements as all-

enclosed drop forged cut and hardened gears, which operate in oil, Hyatt Roller Bearings throughout, rear axle drive, etc., the Wallis delivers 50 per cent more power at the draw-bar than other tractors of the same weight. Because of this, greater usable power, it does the same work with two gallons of fuel that others do with three gallons.

The Wallis is acknowledged the foremost tractor. It sells on the logical, convincing proven facts that it costs the user less per acre plowed and less per year of service. This is Economy.

If the Wallis tractor is not represented in your community, write us for our special proposition to dealers and the Wallis Portfolio explaining our plan of advertising for 1919. Sent without cost or obligation.

**J. I. CASE PLOW WORKS,** 130 West Water St. **Racine, Wis.**

Sales Agents for Wallis Tractors

Branches and Distributing Points at

Minneapolis, Minn.  
Washington, D. C.  
Saginaw, Michigan  
Oklahoma City, Okla.  
Columbus, Ohio  
Indianapolis, Ind.  
Des Moines, Iowa  
Little Rock, Ark.

Omaha, Neb.  
Toledo, Ohio  
Kansas City, Mo.  
Denver, Colo.  
Syracuse, N. Y.  
Sioux Falls, S. D.  
Great Falls, Mont.

Baltimore, Md.  
Cedar Rapids, Ia.  
St. Louis, Mo.  
Bloomington, Ill.  
Dallas, Texas  
San Antonio, Texas  
Richmond, Virginia

(Distributors Everywhere)





## THERE'S GOLD IN THE SOIL

But the farmer has to dig it out.

An Oliver No. 1 improved gang plow is the key to the treasury. It makes the wealth of the soil accessible to every farmer. The plowing that this plow does insures a pulverized seed bed—the farmer's best assurance of good crops.

Ability to give your customers more than just implements when you sell them plows—making the owning of the plow you sell a key to the wealth of the land—is what makes your business grow.

Oliver No. 1 improved gang plows are this kind of business producers.

### Oliver Chilled Plow Works

Plowmakers for the World  
Kansas City, Mo. Omaha, Neb.  
Dallas, Texas

# Looking at Things in the Large

By George W. Collins

Dealer, Bellville, Kan.

THE immediate future shows but one thing, to my mind, in a business way, and that is an unprecedented volume of trade in practically all lines. The interruption of the last four years and the enforced halt in all constructive programs, has dammed the natural flow, and the release from all Government restrictions will give an impetus such as the world has never witnessed.



GEORGE W. COLLINS

Promised Government support and encouragement for all public work will have the effect of putting in motion development plans which have been in contemplation many years. War experience in motor transportation will be crystallized in this country in improved highways to keep pace with the demand for more rapid and economical marketing methods. Truck delivery systems will be established all over the land and will be strenuous advocates of the program already insistently urged by the automobile owners in every section for the establishment of more permanent road beds and there can be but one answer.

We are rapidly being educated in the expenditure of large sums of money and amounts which would have staggered us and which would have appeared absolutely prohibitive a few years ago, now cause no comment. We have learned that money in idleness is worse than useless and that its employment in the activities of life is far preferable to its retirement on a nominal rate of interest. The banking system has been elastically rebuilt to provide safe handling of the resources of the Nation.

### Labor's Employment Assured.

The recent severe test has proven

its absolute adequacy and the mercantile world is feeling and appreciates its support. These things alone, if nothing else was in sight, mean the employment of vast numbers of laborers as they filter back from the battlefields and the use of enormous quantities of materials of every kind and description. Employed labor means prosperous times and the circulation of the money of the country by the quickest route through the channels of trade.

But a still more potent factor looms up. Guaranteed high prices for the product of the farm for the next year at least, the largest acreage of wheat which has ever been recorded and from all reports, the finest prospect for a bumper crop which we have had for many years, supplemented with a world demand which must be supplied, insures beyond the shadow of a doubt, that the very fountain head of all our prosperity, the farm, will be working under a pressure such as we never dreamed possible.

The heavy wage increase, which will in all probability endure for some time, justified, as it seems to be, by greatly improved living conditions for the laboring classes and by the advanced cost of the necessities of life, and the diversion of much of the man power from the agricultural pursuits, as a result of their forced education in other trades which have, perhaps, proved more congenial, will compel the farmers to use the very best of labor and time saving devices which the market affords, regardless of the additional cost, in order that maximum results may crown his individual effort and his capital investment.

### Twentieth Century Implements.

This, then, is the opportunity for the implement dealer to "register in" on the biggest proposition he ever faced. The tractor, which is the most talked of, most widely advertised implement of the twentieth century, with its wonderful possibilities for adjustment to every farmer's requirements and which has a place on nearly every farm of any appreciable size, the farm truck which will find its way sooner or later to every farm regardless of size, the necessary change of tools to work with them and the equipment for their operation and upkeep, added to the general line of machinery which will always be wanted as long as farmers farm, presents a business outlook which makes a winter sunset with the accompaniment of







# FOURTH ANNUAL NATIONAL TRACTOR SHOW

**Kansas City, Feb. 24 to March 1, 1919**

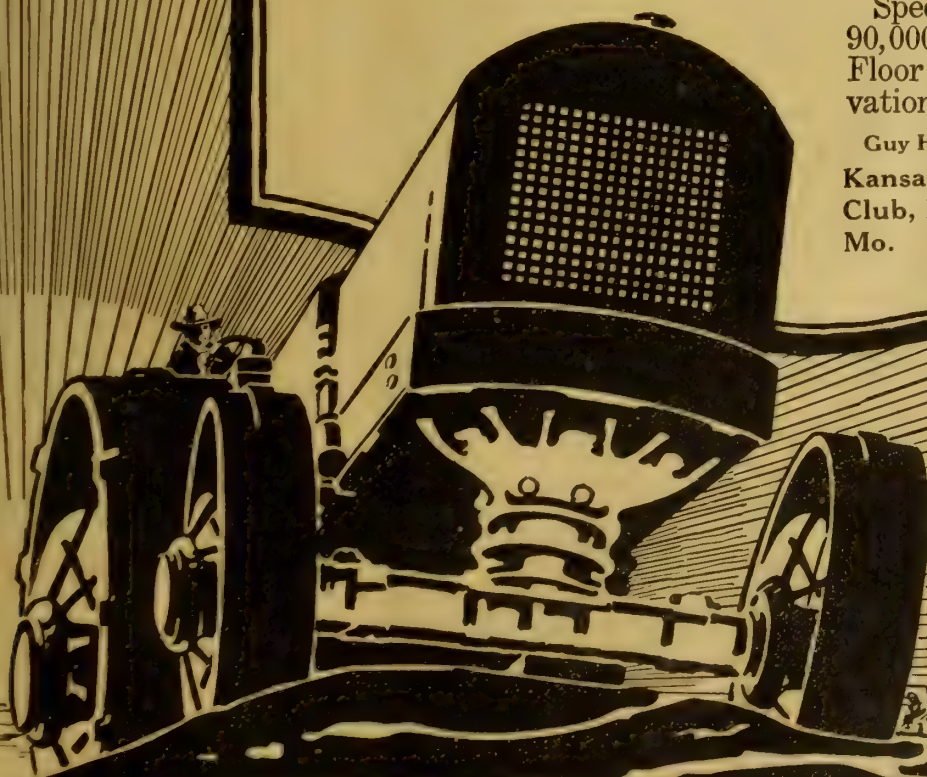
***Given Under Direction of  
Kansas City Tractor Club***

**The Greatest Exhibition of Tractors, Tractor Accessories  
and Power Farming Machinery in the  
History of the Industry.**

*Approved by U. S. Department of Agriculture,  
Endorsed by National Manufacturers of Tractors  
and Motor and Accessory Manufacturers.*

**Special Building; Over  
90,000 square feet of  
Floor Space. For reser-  
vations, Address**

**Guy H. Hall, Sec'y  
Kansas City Tractor  
Club, Kansas City,  
Mo.**





a couple of brilliant "sun dogs" tame in comparison.

The business is in sight. Reverse the telescope if you will and even in the added distance you can still see it coming. But you can't realize on an income which is that far away from you, so turn the telescope around and you'll have to step aside to keep from being run down by it, because it is here now. It is not worth while to worry about getting overstocked with high priced goods and getting the worst of it in the clean-up.

The average dealer, with his past experience, is foolish indeed to get tangled up with any quantity proposition which might cripple him beyond his paying ability, but if you have been listening carefully you will recall that buying conditions have been so arranged that a lot of that sort of danger has been eliminated. The credit departments of the various manufacturers have hobbled the over enthusiastic buyers and while they may contract they will not ship unless they have the finest kind of assurance that the pay will be forthcoming, which, while quite different from the old-fashioned method, is perfectly proper.

#### Mr. Buyer, It's Up to You.

One thing is positively sure, however, borrowing the now famous ex-

pression of Mr. Soule of the Hardware Age, "Mr. Buyer, it's up to you," and it's up to you in more ways than one. The business is here, and, unless all signs fail, will be for many moons. The only way to assimilate any part of the profit is to sell the goods. It's a mortal certainty that you cannot sell the goods successfully without showing them and you cannot show them without buying them. A waiting policy will never land anywhere.

If the business is as heavy as the outlook promises, the turnover will be quick enough to minimize any probable loss from depreciation in price of "carry-overs" to any extent. Old business and sales methods won't do any more and we all know it. If we do not adjust ourselves to the changing conditions, and do it now, we will have to give way to someone who will. To the implement man who is in love with his work there's "joy a-plenty" in the coming years, is my guess. It will require more study and more expert knowledge, perhaps, but it will afford a wonderful opportunity to emphasize the fact that genuine service will reap its reward in adequate compensation. It is reconstruction time.

## QUELLERS OF THE HUN TO CONQUER THE SOIL

(Continued from page 26)

This same policy can be carried out as to the other classes of land, so that the soldier on his return would have an opportunity to make a home for himself, to build a home with money which we would advance and which he would repay, and for the repayment we would have an abundant security. The farms should not be turned over as the prairies were—unbroken, unfenced, without accommodations for men or animals. There should be prepared homes, all of which can be constructed by the men themselves, and paid for by them under a system of simple devising by which modern methods of finance will be applied to their needs.

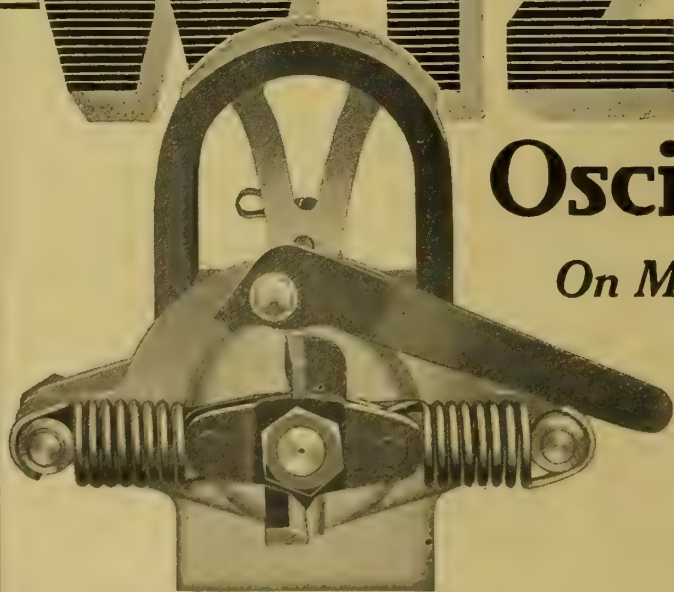
As I have indicated, this is not a mere Utopian vision. It is, with slight variations, a policy which other countries are pursuing successfully. The plan is simple. I will undertake to present to the Congress definite projects for the development of this country through the use of the returned soldier by which the United States, lending its credit, may increase its resources and its population and the happiness of its people with a cost to itself of no more than the few hundred thousand dollars that it will take to study this problem through competent men. This work should not be postponed.

"Did you ever get a proposal, auntie?"  
"Once, my dear. A gentleman proposed over the telephone, but he had the wrong number."—Eastern Dealer.

# WIZARD

## Oscillating Magneto

*On Many of America's Best Engines*



Also makers of WIZARD direct and alternating current magnetos for all makes and sizes of engines. Send for catalogs.

Many of America's foremost engine builders have for years used WIZARD Oscillating Magnetos as standard factory equipment.

Through years of hard service on tens of thousands of engines, this simple, efficient, reliable magneto has won its way to a front rank position. It has made starting easy in all weathers—made engines run smoother, develop more power on less fuel and give genuine service.

If you make engines, WIZARD ignition will add a real sales value to your product.

If you are an engine dealer, WIZARD magnetos will help make quick sales and give most satisfaction.

**The Hercules Electric Company**  
2153 Northwestern Avenue  
Indianapolis, Indiana



**60 lbs.  
PER  
H.P.**

## ← **THAT'S ENOUGH FOR ANY ENGINE TO WEIGH**

Any engine that weighs more than 60 pounds per horsepower is too heavy for farm work. It wastes gasoline, material, time and energy.

Cushman Engines weigh only one-fourth as much as ordinary farm engines, but they are balanced so carefully and governed so accurately that they run even more steadily and quietly. They are also the most durable farm engines in the world, on account of improved design and better material and construction.

## **CUSHMAN** Light Weight Farm Motors

**4** H. P. weighs only 190 lbs., being only 48 lbs. per horsepower. Besides doing all ordinary jobs, it may be attached to any grain binder, saving a team and in a wet harvest saving the crop. Also it may be used on corn binders and potato diggers.

**8** H. P. weighs only 320 lbs., being only 40 lbs. per horsepower. For all medium jobs. Also may be attached to hay presses, corn pickers, saw rigs, etc.

**15** H. P. weighs only 780 lbs., being only 52 lbs. per horsepower. For heavier farm jobs, such as 6-hole corn shellers, ensilage cutters, large feed grinders, small threshers, etc.

**20** H. P. weighs only 1200 lbs., being only 60 lbs. per horsepower. For heavy duty jobs, such as shredders, shellers, grain separators, heavy sawing, etc.

Cushman Engines do not wear unevenly and lose compression. Every running part protected from dust and properly lubricated. Equipped with Throttling Governor, Carburetor, Friction Clutch Pulley and Water Circulating Pump. Write for particulars.

**Cushman Motor Works** 904 N. 21st Street, Lincoln, Neb.

Easy to Move from Job to Job

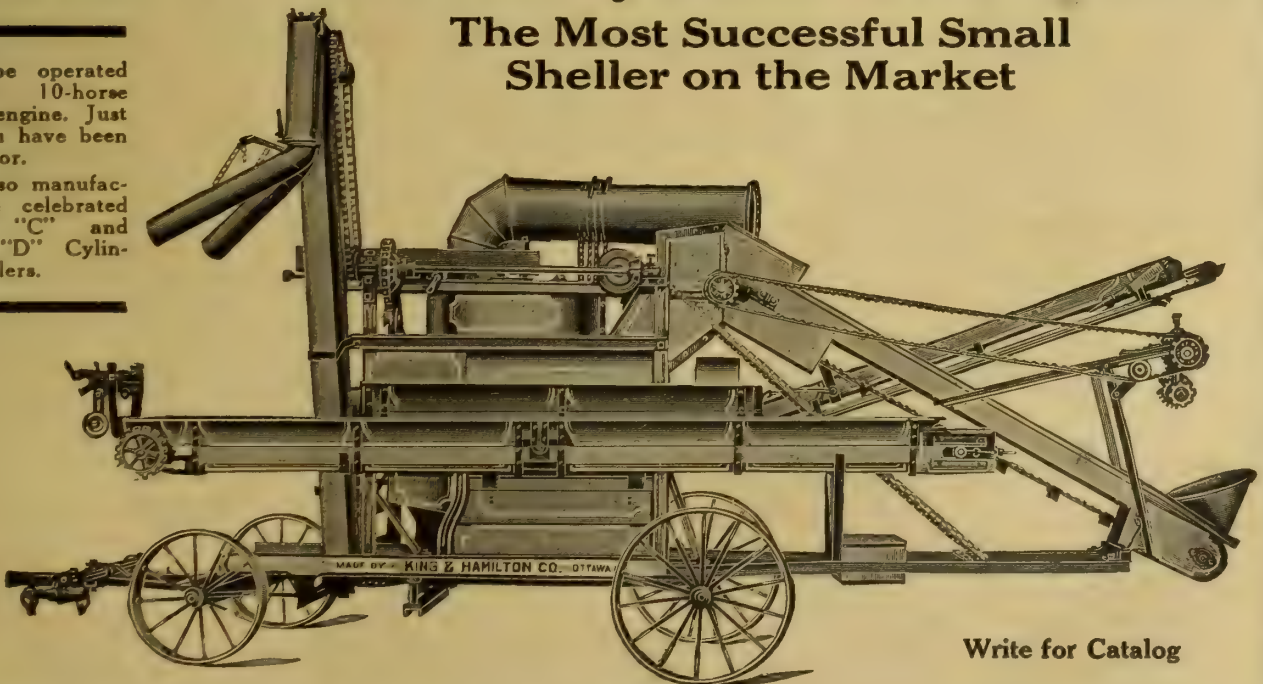


## **Ottawa "F" All Steel Cylinder Corn Sheller**

**The Most Successful Small  
Sheller on the Market**

Can be operated with a 10-horse gasoline engine. Just what you have been looking for.

We also manufacture the celebrated Ottawa "C" and Ottawa "D" Cylinder Shellers.



Write for Catalog

**KING & HAMILTON COMPANY** Ottawa, Illinois

Branch Houses: Council Bluffs, Iowa; Sioux Falls, South Dakota





## This Company Gave a Misleading Notice to the Trade

**T**HE following letter to me, and the notice which it inclosed, is a fair example of the many such notices which have been sent broadcast to wholesale and retail buyers during the last year:

We wish to call your attention to the attached notice from \_\_\_\_\_ & Co. This firm has not had an enviable record in filling orders the past year nor in keeping free from mistakes. Orders have been filled erroneously, short, etc., just the same with them as with other people. Yet they have issued a statement here to the effect that if shipments are accepted short of what is enumerated on invoice the loss will be the purchaser's. We contend that if we receive a shipment from them invoiced as twelve dozen and there are but ten dozen in the package, they will be responsible for the other two dozen, unless there was visible evidence of the package having been opened and part of the contents taken therefrom. We feel that \_\_\_\_\_ & Co. should not

make a statement of this kind, as they cannot legally hold a purchaser to it.

The notice which inspired the above is as follows:

New York, N. Y.

To Our Customers:

On all orders placed with us, material is sold f. o. b. point of shipment.

The material becomes your property upon delivery of goods to the transportation company, and we cannot be responsible for loss, damage or delay in transit. Your recourse is with the transportation company and not with us.

If goods arrive in bad condition, before receipting for them, require the station agent to note same on the freight receipt, then make your claim on the transportation company.

If you accept shipments short of what is enumerated on our invoice, or in bad condition without proper notation on freight receipt, the loss will be yours.

Every assistance in our power will be cheerfully rendered you to trace and recover lost goods and collect damages.

Thanking you for your patronage, we are

Very truly yours,  
\_\_\_\_\_ & Co.

### Creates Wrong Impression.

The author of the above may not have intended it to create an untruthful impression, but as worded, it is bound to do so. The law may or not be as this notice states it to be; it depends entirely on the facts. Decidedly it is not so in all cases.

For instance, let us suppose that a jobber has an order for ten dozen of something and through an error, or through a desire to take fraudulent advantage of the above notice, but eight dozen are packed. The goods of course arrive that much short, and if the above notice correctly states the law, the consignee, if he accepts them that way, will have to pay for ten dozen.

Of course this is not the law. Where goods are short when received, the fault of course lies either with the shipper or the railroad. In order to throw it on the railroad, the shipper must be able to show that when he delivered the consignment to the railroad, the goods were all there and all right. Naturally, if the cause of the shortage was the shipper's failure to pack all that the

# Roderick Lean

**Recommended by many  
leading tractor builders  
for good results.**

General Agents:

**B. F. AVERY & SONS  
PLOW CO.**

Oklahoma City, Okla.

**T. G. NORTHWALL & CO.**  
Omaha, Neb.

**LINDSAY BROS. CO.**  
Minneapolis, Minn.



## Engine Flexible Double Disc

**M**ANY special features and working advantages have rapidly and surely placed this great disk in the front rank as the leading and most successful engine disc equipment. Built special in every way to satisfactorily meet power requirements, yet without unnecessary weight to avoid unnecessary power consumption.

### Exceptional Selling Advantages

The Roderick Lean idea of double flexible drawbars between front and rear harrows, special center adjustments, etc., mean superior working results and give the kind of satisfaction that you want your customers to have.

Made in 8, 9 and 10-ft. sizes, with 16 and 18-inch discs, as preferred.

A sample on your floor means ready sale.

Write today for prices and folders  
to mail your tractor users.

## Roderick Lean Mfg. Co.

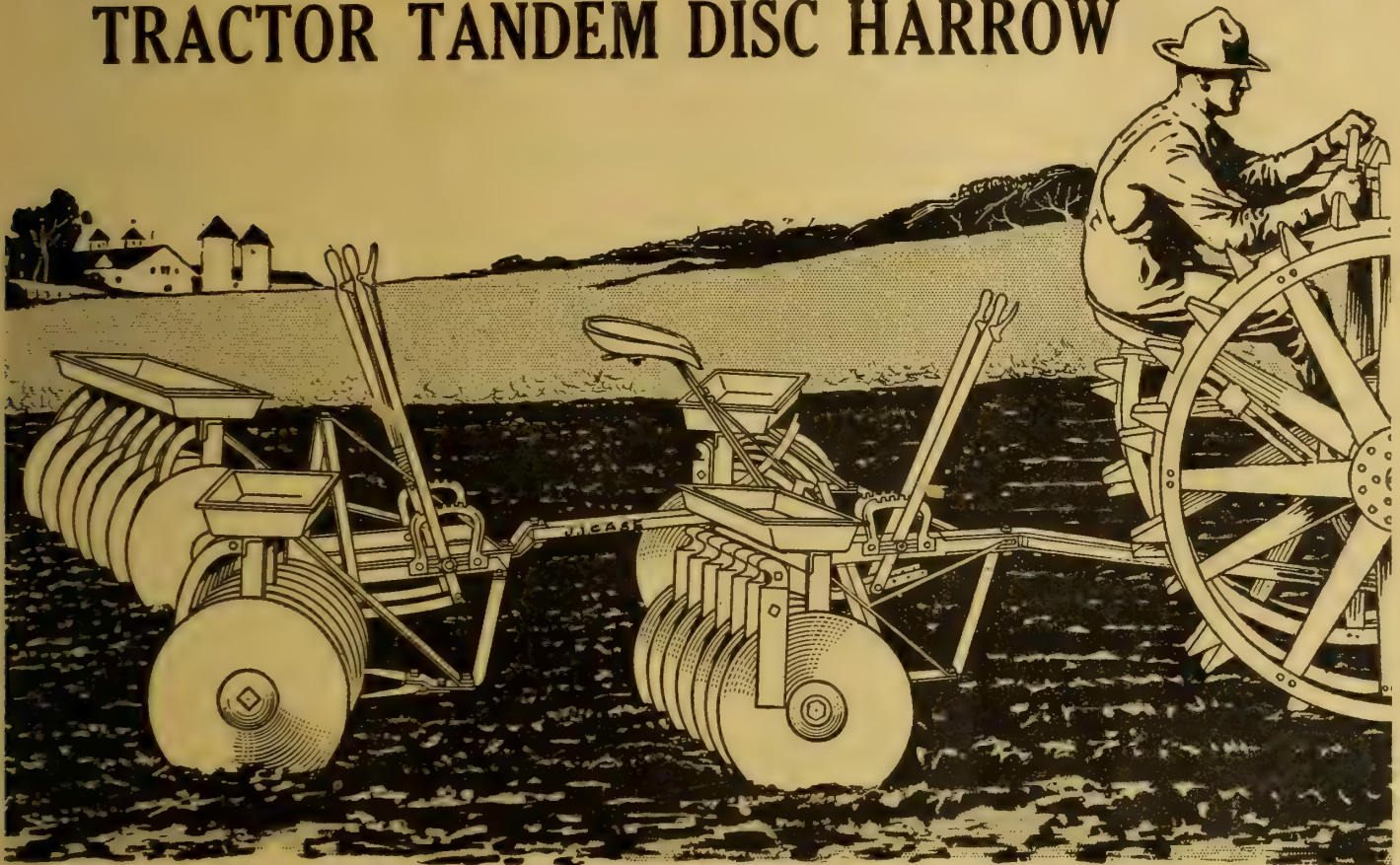
Mansfield, Ohio

Stocks for quick shipment at  
Waterloo St. Louis Burlington Bloomington  
Kansas City



# J. I. CASE

## TRACTOR TANDEM DISC HARROW



### || A Money Maker for Any Implement Dealer

Farmers are no longer satisfied with just any kind of farm implement. They want the very best, in order to make their land produce every possible bushel.

The J. I. Case Tractor Tandem Disc Harrow is a steady and profitable seller. Nearly fifty years of specialization in building farm implements has taught us how to build a harrow of wonderful and unusual efficiency.

When you sell this famous J. I. Case product you offer your customers a harrow that will positively give even depth the entire length of the gangs! This is due

to the curved draw bars and the adjustable hold-down straps.

The J. I. Case is the only real bumper disc harrow. The bumpers always come together and are of the revolving type. They lighten draft and increase durability. This harrow has an extra strong foundation and is good for years of trouble—free service.

Our dealers secure the benefit of J. I. Case prestige and the J. I. Case powerful advertising. These two effective sales levers make a J. I. Case connection most desirable for any dealer.

Write for details of our proposition to dealers.

**J. I. CASE PLOW WORKS** <sup>129</sup> West Water St. **RACINE, WIS.**

#### Branches and Distributing Points at

Minneapolis, Minn.  
Omaha, Neb.  
Baltimore, Md.  
Washington, D. C.  
Toledo, Ohio  
Cedar Rapids, Iowa

Saginaw, Mich.  
Kansas City, Mo.  
St. Louis, Mo.  
Oklahoma City, Okla.  
Richmond, Virginia  
Denver, Colo.

Bloomington, Ill.  
Columbus, Ohio  
Syracuse, N. Y.  
Dallas, Texas  
Indianapolis, Ind.  
Sioux Falls, S. D.

San Antonio, Texas  
Des Moines, Iowa  
Great Falls, Mont.  
Little Rock, Ark.  
(Dealers Everywhere)





order called for, he cannot rid himself of his responsibility merely by telling the consignee, "if you accept them short, the loss is yours."

#### Can Cover Only Certain Cases.

But if this notice is intended to cover only cases where the goods, when delivered to the railroad, were all there and all right, and where the storage or the damage took place after that, it correctly states the law this far, viz.: when it states that title passes to the buyer upon delivery to the railroad, and that the shipper cannot be responsible for loss, damage or delay in transit. That, as I have before explained, is the law. Where goods are sold f. o. b. the shipper's station, the goods pass to the ownership of the buyer the minute they are delivered to the railroad, and all responsibility for loss or damage passes from the shipper. After that it is between the buyer and the railroad.

But even so, it is not the law that "if you accept shipments short of what is enumerated on our invoice, or in bad condition without proper notation on freight receipt, the loss will be yours." The loss is on him who caused it, usually the railroad, and the consignee's acceptance of short or damaged goods without not-

ing it on the receipt does not debar him from going after the railroad. Very often the consignee doesn't know of loss or damage when he signs the freight receipt.

It is wholly unlawful for a buyer of goods f. o. b. seller's station, when they arrive short or damaged, to refuse to pay for them. The seller can in every such case make him pay for them.

#### Need Special Windmill Type.

"There should be a large demand for windmills in the Salina Cruz district if the proper sort of windmills can be placed on the market," says Consul Norton F. Brand of Salina Cruz, Oaxaca, Mexico, in Commerce Reports. "The dry season here lasts for six months, from the last of October until May 1. During that time not a drop of rain is to be expected, and irrigation must be depended upon for the growing crops. With irrigation a succession of crops can be obtained the year round. The amount of land which can be irrigated with present methods is small, and it is estimated that not one acre in 50 of the available area of good, level land is reached.

"Climatic conditions on the Isth-

mus are unique. The Isthmus embraces three distinct geographic features—the low Gulf plains to the north, a mountainous region in the center, and the Pacific plains, level as a floor, in the south. On the Gulf side there are lateral ranges of mountains which form on the Isthmus a sort of funnel with the large end toward the north. Through this passage the "northers" off the Gulf rush, increasing in velocity as they approach the narrowest part of the funnel. Northers blow across the Isthmus an average of 4 days in 10 during the entire six months of the day season.

"Windmills of the ordinary patterns have been introduced on several occasions only to be thrown down by the northers. I know of but one windmill now in use on the Pacific plains, where there should be thousands. It would be useless to attempt to introduce the standard windmill. What is wanted is a mill with a very low tower, not more than 14 or 16 feet in height but of twice the ordinary width at the ground and powerfully braced. Such a pattern could alone resist the northers, and I am satisfied would meet with a ready sale, if placed on the market."

## During 1919 Thousands of Washing Machines will be sold—Are you Prepared?

### The Next Great Sales Attack Will Be Against The Old Fashioned Wash Line

The women of America are emancipating themselves from the scrub board. During the past and present critical times women have proved equal to great responsibilities. They are now leading the fight against useless drudgery of wash day. The "Zero" hour has arrived. Are you ready to go "over the top" in Washing Machine sales?

#### The A-B-C SUPER ELECTRIC WASHING MACHINE

is the Modern Machine Gun of the Home Laundry.

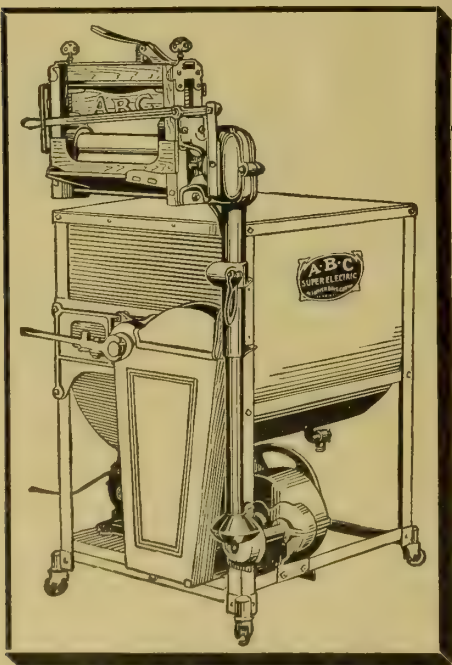


It puts clean clothes on the line at nine o'clock Monday morning.

It saves mother's hands and back; preserves the clothes instead of pounding them to pieces; is convenient, easily moved about, and it's mighty *reasonable in price* with a *good profit for the dealer*.

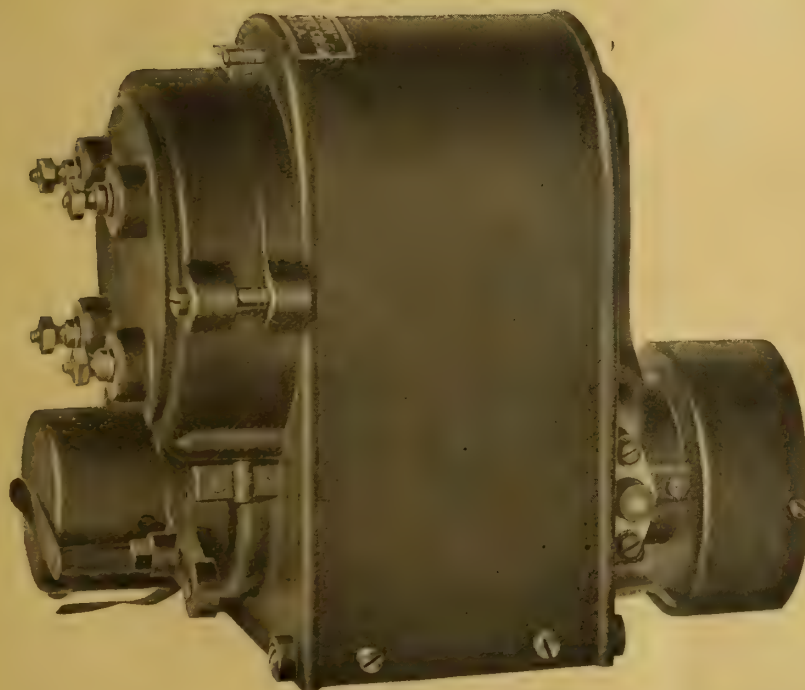
DEALERS: You can capture all competition with the A-B-C Super Electric Washing Machine. It has more real selling points than any other machine. We'll be glad to tell you all about it. Drop a line and ask for our proposition. Get your share of the trade in 1919. Address

**ALTORFER BROS. CO. Manufacturers PEORIA, ILLINOIS**





# KINGSTON MAGNETOS



**T**HE new KINGSTON MAGNETO was one of the notable accessories at the Salina Demonstration. For years KINGSTON Magnetos have led the field. The newest example of the line is in every way the best that has ever been produced. It is water and dust proof, ruggedly built, designed expressly for the rigors of tractor service. It carries the famous Impulse Starter. The most serviceable and efficient tractors are KINGSTON equipped.

**KOKOMO ELECTRIC CO.**  
KOKOMO, INDIANA



# Merchant Marine to Open New Markets for Products of American Farms

By Eward N. Hurley

Chairman United States Shipping Board

**F**ARMING is the greatest American business. The new merchant ships we are building promise great benefit to farming. Therefore, it is important that farmers begin to learn something about ships and the American merchant marine.

The farmer is a practical business man. Tell him that a new railroad is coming into his section and he would see the business value immediately.

Our merchant marine is railroad extension—new railroads running from every farm section in the country out over the ocean along the world's trade routes.

## Railroads of the Ocean.

A good way to learn what the American merchant marine will do for the nation is to compare merchant ships with railroad trains. Ocean transportation is furnished by four kinds of steamships:

1. Big passenger and mail liners correspond to limited passenger trains. These ships carry little cargo. The only routes upon which they are suc-

cessfully operated in normal times are those between the United States, Great Britain, and Europe.

2. Passengers and cargo steamships carry passengers and heavy trade on regular lines, as between the United States and South America, the Orient, etc. They correspond to ordinary passenger trains and by fast regular service as highly useful in building trade in fine manufactured goods and furnishing foreign customers good mercantile service.

## Freighters Do Heavy Work.

3. Cargo liners carry freight only, but at good speed and over regular routes. They correspond to fast freight trains and, like the passenger and cargo liners, require good organization of shipping facilities, port equipment, and foreign trade.

4. Tramp cargo steamships running at moderate speeds are the ordinary freight trains of ocean traffic. They do not travel on regular routes or schedules, but are chartered from port to port, according to freight available.

## Aid Farm Development.

The United States will have ships to carry every farm commodity. It will have ships to build new markets in fancy farm commodities such as fruit, breeding animals, and dairy products.

Our merchant marine will not only develop customers abroad for farm products but will be linked to our farming sections by the development of inland waterways and branch railroads. Moreover they will benefit the farmer by bringing back from other countries of the materials needed in his business, such as fiber for binder twine, nitrates and potash for fertilizer, metals needed in making farm machinery, and the like.

As a business man the farmer does not need to be reminded of the importance of transportation. He knows that railroad transportation opened up most of the present farming area in this country after the Civil War. He knows what railroad transportation means to him in marketing his products.

In other words, the American merchant marine means to the American farmer better business! And that is about all one has to say about such a business proposition to such a business man.

Silo Fillers  
—Seven Sizes

# SMALLEY

Meal  
Attachment  
—Eight Sizes



SHOULD BE  
YOUR CHOICE!

The reconstruction period is opening. Every machine you sell should be selected carefully. The Smalley is wonderful in filling silos or manufacturing meal. Every machine has grip hook table and patented chain drive blower.

In manufacturing meal from corn-stalks, peanut hay, oat straw, sheaf oats, alfalfa, etc., feeders save one-third of their grain and reduce feeding costs 15 to 30%.

The Smalley is the "King of American Silo Fillers." No silo too high. The Smalley line is the safe line for you to choose. It holds the trade.

Meal Capacities—600 lbs. to 4000 lbs. per hour.

**P & O PLOW CO., Kansas City, Mo.**

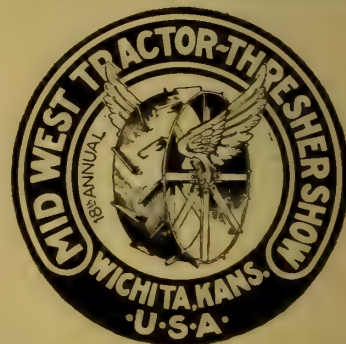
GENERAL AGENTS: Omaha Kansas City Denver Oklahoma City

**SMALLEY MANUFACTURING CO., Manitowoc, Wis.**

Awarded Grand Prize Panama Exposition

61st Year

# 18th Annual



**Feby. 11 - 15, 1919**

Will be held in the Forum and Annexes. Over two acres of floor space—concrete and brick. The Forum and Annexes cover one-half block of ground; some of it two floors. An exceptional amount of publicity is being given this show.

Regarding space and further information write or wire

**The Wichita Thresher and Tractor Club**  
Wichita (Incorporated) Kansas



12-24 h. p.  
The Perfect  
KEROSENE  
Burner

# The Famous LaCrosse TRACTOR

Only  
**\$1150**  
F. O. B.  
La Crosse

## DISTRIBUTORS EVERYWHERE

TRACTOR SALES CO., OKLAHOMA CITY, OKLA. THE SIMPLEX SPREADER MFG. CO., KANSAS CITY, MO.  
Distributors for Oklahoma and Texas Panhandle Distributors for Kansas and Western Missouri

T. G. NORTHWALL CO., OMAHA, NEB.

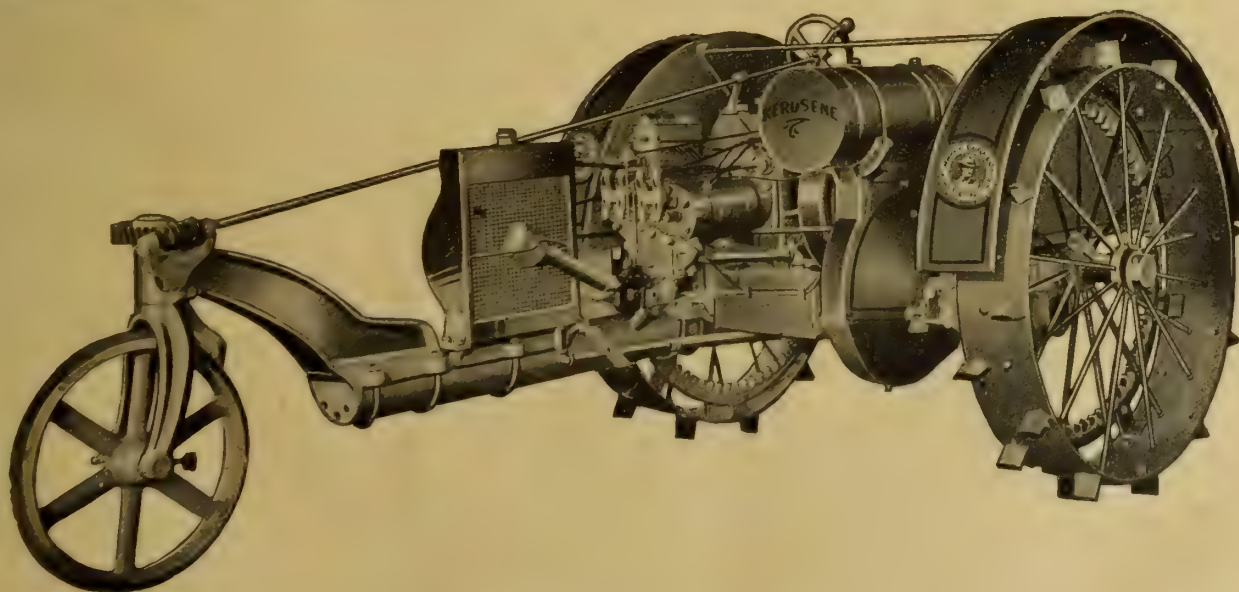
Distributors for Neb., S. W. Iowa and Southern So. Dak.

Meadows Mfg. Co. .... Pontiac, Ill.  
Griffin-LaCrosse Tractor Co. .... Mason City, Ia.  
Geo. J. Gardner Co., 136 So. Senate Ave. .... Indianapolis, Ind.  
Byron Matthews. .... Adrian, Mich.  
M. Maloney Co., Inc. .... Syracuse, N. Y.  
Townsend Tractor Co. .... Easton, Md.  
J. P. Stoltzfus & Co. .... Elverson, Pa.  
R. Dale Clark. .... Edinburg, Pa.  
Wm. H. Losch. .... Jersey Shore, Pa.  
W. E. Mueller. .... Paw Paw, W. Va.  
Ohio Happy Farmer Tractor Co. .... Bucyrus, O.  
Ashton Starke Imp. House. .... Richmond, Va.  
J. B. Gabeline. .... Burlington, Ia.  
Ditmars, Kerr & Co. .... West Liberty, Ia.

LaCrosse Auto Co. .... Minneapolis, Minn.  
St. James-LaCrosse Tractor Co. .... St. James, Minn.  
O. K. Hafso. .... LaCrosse, Wis.  
Wisconsin Tractor Sales Co. .... Oshkosh, Wis.  
South Dakota Tractor Co. .... Watertown, S. D.  
LaCrosse-Dakota Tractor Co. .... Grand Forks, N. D.  
Minot Motor Sales Co. .... Minot, N. D.  
M. Grever & Co. .... Glen Ullin, N. D.  
R. S. Kiltz. .... Great Falls, Mont.  
O. E. Peppard. .... Missoula, Mont.  
Colorado-LaCrosse Tractor Co. .... Denver, Colo.  
Gem State Oil & Products Co. .... Pocatello, Idaho  
Knoxville-La Crosse Tractor Co. .... Knoxville, Tenn.  
J. H. Cordes. .... West Alton, Mo.  
Blun-Dimmitt Co. .... Savannah and Atlanta, Ga.

Burwell-Walker Co. .... Charlotte, N. C.  
Union Motor Car Co. .... Memphis, Tenn.  
R. A. Bearden. .... Selma, Ala.  
F. E. Wilson. .... 1100 Jackson Blvd., Houston, Texas  
Northwest Auto Co., Inc. .... Portland, Ore.  
Florida Tractor & Implement Co. .... West Palm Beach, Fla.  
M. C. Cross. .... Little Rock, Ark.  
Gasoline Eng. & Supply Co., Ltd. .... Winnipeg, Man., Can.  
Renfrew Machinery Co., Ltd. .... Renfrew, Ont.  
Gaston, Williams & Wigmore, Inc., Exporters. .... New York, N. Y.

This Tractor of Superb Performance and Lowest Plowing Cost Record has fully established itself as the Leader wherever it has been intelligently introduced. It offers you your Greatest Tractor Opportunity. Better Join Us. We have an especially fine Proposition for Real Tractor Dealers for 1919.



**LA CROSSE TRACTOR CO., La Crosse, Wis.**

Manufacturers—Not Assemblers





## "Flu" Still Has a Hold

### Wives of Four Well Known Implement Men Die During the Week.

Kansas City, Mo., Dec. 21.—There are few implement distributing houses in the West Bottoms that have not a percentage of their employes confined to their homes at the present time on account of the influenza, and the forces of those few are just returning to their work after

a siege of the malady. In the city as a whole the epidemic is on the wane.

Mrs. D. J. Stockwell, wife of the credit manager of the Stowe Supply Co., died at her home here last week as the result of pneumonia following influenza. Beside her husband she is survived by one son.

Mrs. George H. Robinson, wife of George H. Robinson, blockman in the northeastern Kansas territory for the International Harvester Co., died at her home in Kansas City last week as the result of influenza. Mr. Robinson himself is still very ill with the disease. Mr. Robinson's mother, Mrs. James Kieffer, wife of the International manager at Mason City, Ia., with her husband, is in Kansas City with her son.

Mrs. G. L. McCluney, wife of G. L. McCluney, traveler for Emerson-Brant-

ingham Implement Co. in the Enid, Okla., territory, died last week of the influenza at her home in Wichita, Kan. Two grown daughters survive beside her husband.

B. T. Harrison, manager of the Wichita Implement & Tractor Co., when in the city last week told friends of the death of his wife as the result of influenza.

### Fred Langley a Retailer.

Fred Langley, since last fall with the Avery Co., has resigned to become manager of a local enterprise at St. Joseph, Mo. The new company will handle the Avery Co.'s line of power farming equipment, Nash trucks and Paige motor cars. Prior to his connection with the Avery Co. he was with the West Motor Car Co., Topeka, Kan.

C. E. Cook, traveler for Avery Co. in the Salina, Kan., territory for the past two years, has been transferred to the northwestern Missouri territory formerly traveled by Mr. Langley.

### Postpone Tractor Club Meeting.

The meeting of the Kansas City Tractor Club called for last Monday night was postponed until the next regular meeting of the club in January in order that the membership may have more time to consider the new by-laws. It is asked that suggestions as to revisions and additions be sent to the by-laws committee before the meeting that they may be handled as quickly as possible.

### H. F. Worley With G. T. O'Maley.

H. F. Worley, well known to the tractor interests of this city and among the dealers throughout the territory, has accepted a position in charge of the tractor sales department of the G. T. O'Maley Tractor Co., Kansas City distributors of the Fordson tractor.

Mr. Worley has had extensive experience in the tractor business. For two years he has been in Kansas City with the General Motors Truck Co. Prior to that time he was with the Hart-Parr Tractor Co. in Charles City, Ia., and previous to that with the M. Rumely Co., Regina, Saskatchewan.

Mr. Worley said he first became interested in the Fordson at the Salina demonstration. He recently made a trip through the Fordson factories with Mr. O'Maley, accompanied by General Manager Sorenson. Mr. Worley has just returned from a meeting of Fordson distributors at Dearborn, Mich.

H. A. Kirchoff, Washington, Kan., is disposing of his stock of hardware, it is understood, and will be succeeded by E. A. Mueller.

W. J. Schoenfeld, Kansas City, Kan., southeastern Kansas traveler for B. F. Avery & Sons' Plow Co., and O. B. Lydick, on the Wichita territory, are confined to their homes on account of influenza. A. E. Bettelheim, Kansas City, Mo., traveler for the company in southern Missouri, is just recovering from an attack.

Manufacturers' representatives in the city this past week included: A. A. Nelson, sales director of the Keystone Steel & Wire Co.; John Clapper, sales manager for the Waterloo Gasoline Engine Co.; W. R. Williams, treasurer, Herschel-Roth Mfg. Co., Minneapolis, Minn., and L. L. Searles, head of the credit department of the International Harvester Co., Chicago, and Mr. Hughes, head of the collection department.

## Farmers Need This Tool

Hungry Europe cries for food and is willing to pay well for it. This is the hour of opportunity for American Farmers. But to increase crop production, farmers must start their crops in better seed beds. That's why farmers need



### "ACME" Pulverizing Harrows

"The Coulters Do the Work." They make high-priced seed and fertilizers go further and produce more. In picture and print, we are telling the "ACME" story to the farmers of *your* community through the columns of their favorite farm papers. This makes it easy for you to close sales and secure profits. If you haven't already nailed down your territory for the coming year, *now* is the time to do so.

Write for our dealer proposition. Be sure to ask about the new "ACME" Disc Harrow.

**DUANE H. NASH Inc., 105 Elm St., Millington, N. J.**



KEEPING A FLORIDA ORCHARD CLEAN WITH AN "ACME"



## "OHIO" Light Draft and Monarch Cutters

### Note Their Strong and Logical Construction

It doesn't take much studying to learn why Silver's "Ohio" Cutters sell easier and stay sold—their very appearance denotes durability and satisfaction. Send for catalog. There are some exclusive features we want to tell you about. We have an interesting proposition you will be glad to hear.

The Silver Mfg. Co., Dept. "B," Salem, Ohio.



*Helps You to Help Your Customers*

## The "PLYMOUTH"

During the Reconstruction Period farmers must produce more food than ever before. This means more and better farm machinery. The PLYMOUTH Ensilage Cutter will answer every demand and make satisfied customers. Investigation will prove that our agency is a big asset.

We have the largest variety of sizes and styles of conveyors made by any manufacturer of silo filling machinery.

Plymouth Foundry & Machine Co., Manufacturers  
Plymouth, Wis.

## NO MORE RESTRICTIONS ON COMMERCIAL EXHIBITS

The Government has announced that manufacturers may display their products as usual at Conventions.

*Make Your Arrangements At Once to get in the*

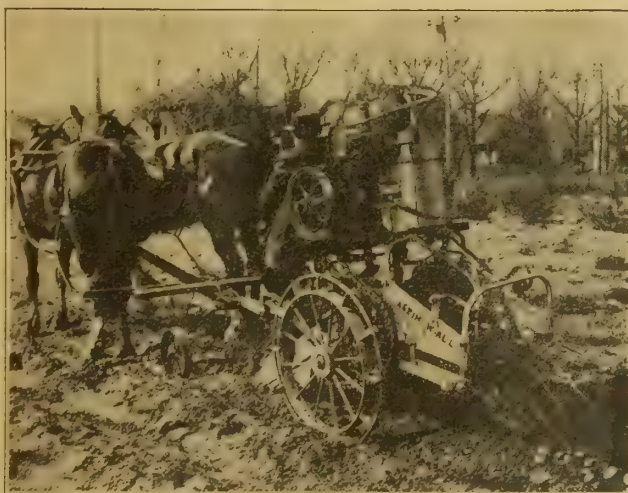
### BIG CONVENTION HALL SHOW

in connection with the annual meeting of the

**WESTERN  
RETAIL IMPLEMENT, VEHICLE AND  
HARDWARE ASSOCIATION**

**At KANSAS CITY, Jan. 13th-18th, 1919**

For information address  
**LOUIS W. SHOUSE, Secretary**  
CONVENTION HALL,  
Kansas City, Mo.



## Fairfield "Auto Type" Engine

**Saves a Team on the Digger!**

It does better and faster work in less time.

The engine can be used on the sprayer and for other general farm work when not in use on the digger.

Over four horse-power at a weight of 175 pounds—one-fourth weight of old type.

This is the type engine that farmers prefer. We have a splendid dealer plan that will net you a good profit.

**FAIRFIELD ENGINE CO.**

Fairfield, Ia.





## Wichita Plans For Show

**This Year's Tractor Exhibit Will Exceed All Previous Ones in Size.**

Wichita, Kan., Dec. 20.—The Wichita Thresher and Tractor Club is already making preparation for the eighteenth annual Mid-West Tractor-Thresher Show which is to be held in Wichita Feb. 11

to 15, inclusive, in the Forum and Exposition buildings. The show this year is to be held five days instead of three as heretofore, the men who are behind it believing that the greater interest in tractors and threshers throughout the Southwest justifies the longer time.

F. G. Wieland, secretary-treasurer of the club, says that last year's show was one of the most successful ever held and this year the event will be held entirely under cover in the Forum and new Exposition buildings which afford a floor space of over two acres and will undoubtedly far exceed any of the other shows held here. The buildings in which the show are to be held cover three-fourths of a block, having a frontage of 500 feet and a depth of more than 300 feet. The

building is the largest of the kind in the Southwest and ideal for a machinery convention.

Not only will the show be housed in this fine building but the fact that the new Lassen Hotel, a million-dollar hotel of the most modern type containing 300 rooms, will be open Jan. 1, which will tend to bring a larger number of manufacturers to the city than has ever attended previous conventions.

Mr. Wieland says that already a larger number of entries for the show has been booked than at a much later date last year. Much interest is being shown from dealers and buyers in the surrounding territory and every day inquiries are received regarding the time of the show.

Last year the first tractor parade ever held in the United States was put on by the members of the Tractor Club and it was a distinct success. It has not yet been decided whether or not this parade will be repeated but it is thought likely that it will.

### Tractor Club Elects Officers.

The Wichita Tractor and Thresher Club held its annual election of officers Wednesday evening, Dec. 18. B. L. Battishill, manager of the Huber Mfg. Co., was elected president; L. R. Thompson, president of the Wichita Supply Co., vice-president and F. G. Wieland, secretary. Joseph O'Leary, manager for the Emerson-Brantingham Implement Co. in Wichita, is the retiring president. Mr. Battishill is former vice-president while Mr. Wieland has been secretary of the club for several years.

### Two Ill With Influenza.

Crim Q. Thompson, manager of the branch house of the Aultman Machinery Co., was ill with the influenza last week. Stewart Phillips of the Phillips Supply Co. also had the prevailing illness.



## Expect Good Spring Season

**Maintenance of Fixed Price on Wheat Will Encourage Farmers.**

Minneapolis, Minn., Dec. 19.—There is not quite the urgency for placing spring orders that existed before the war ended, but there is ample reason for this. Manufacturers have been working short-handed, as many of them lost many mechanics to war work. The men who replaced the ones so taken are not up to the speed of their predecessors. It takes longer to produce goods with present crews, as a whole, than with the earlier ones. Further, there is the slower railroad service. On less than carloads, the every other sailing day rule applies, and the deliveries are sometimes fast and sometimes slow. On carload orders, there is a notable irregularity of handling freight which indicates that the railroad crews are not necessarily working at 100 percent efficiency, even though under Government direction and control.

Orders for seasonable goods, gasoline engines, pumps, feed grinders, stock tanks and other goods—are fairly good.

# MASSEY-HARRIS

Farm Machines and Implements

Comprise a

## High Grade Line Abounding With Sales Features

**E**VERY unit of the line has an abundance of features which make its sale a source of both pleasure and profit. For illustration take the Massey-Harris Grain Binder. Here's a machine that has a double trussed main frame that is a mountain of strength; an automatic chain tightener that guarantees a uniform tension at all positions of the wheel; floating elevators that handle heavy and light crops without a hitch; an unusually large deck space; a knotter of unique construction that is a source of genuine satisfaction; also several other features of similar import. In short -- it has features that are real sales clinchers. And, the whole line measures up in proportion.

**OUR CATALOGS AND  
REPRESENTATIVES ARE  
READY TO TELL YOU  
MORE ABOUT IT.**



**MASSEY-HARRIS HARVESTER CO., INC., BATAVIA, N. Y.**

**Good Implements For Good Farming**

Harrisburg, Pa.

Columbus, Ohio

Lansing, Mich.

Indianapolis, Ind.

St. Louis, Mo.

Kansas City, Mo.

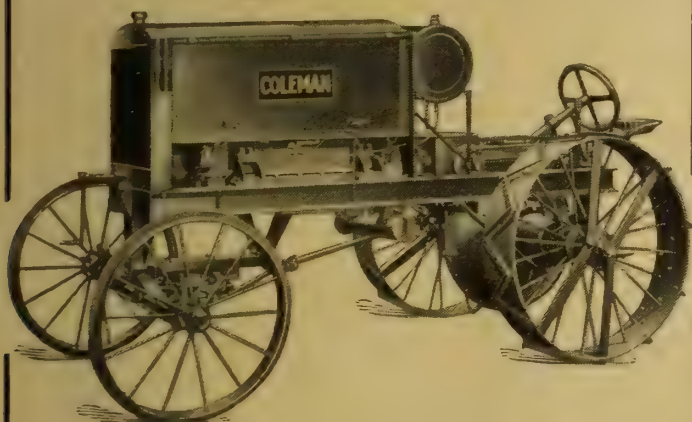
Fargo, No. Dak.



# COLEMAN

## The Worm-Drive Tractor

Here is the tractor that has achieved success because it answers the needs of the average farmer with the utmost efficiency and greatest practical economy. The worm-drive cuts out all machine-wearing and fuel-consuming friction. The power loss which occurs when power is transmitted indirectly is avoided. With no other construction but the worm-drive is it possible to get such direct power transmission.



Farmers appreciate the simplicity of the Coleman Tractor. They appreciate the fewer parts, the less liability to need repairs and require adjustments. The Coleman is the practical tractor and it appeals to practical farmers. No freak ideas. Climax motor. Burns cheap Kerosene. 30 H-P at belt; 16 H-P at draw-bar.

### A Few More Dealers Wanted

We have choice territory open for live dealers anxious to connect with a progressive manufacturer. The Coleman policy insures a wide and comprehensive service for tractor users and dealers. Write at once.

## COLEMAN TRACTOR CORPORATION

Manufacturers

KANSAS CITY, U. S. A.

## What "They" Say About the New Idea--Nisco Manure and Straw Spreaders

A series of letters from Dealers and Farmers, telling their experiences with the sale and use of the

### "ORIGINAL WIDE-SPREADING SPREADER"

#### No. 2

#### From Pleased Dealers

I bought 8 Nisco Spreaders on Feb. 22, 1917, and sold five in April and every customer that bought one is a booster for them. I bought two carloads for September delivery and am taking orders for them now for fall delivery. I feel well pleased with my deal for two carloads and I always invite all competition when I make a demonstration but so far no one comes out to compete with the Nisco Spreader. They can't be beat.

Ed Zimmerman,  
Hiawatha, Kansas

After handling several different makes of spreaders, my attention was called to the Nisco. Through the recommendation of a farmer who had seen one work, I bought him one, which was in every way satisfactory, and have taken up the machine. I can recommend it in every detail to those interested in spreaders, and particularly the wide-spread attachment.

H. H. Hicks,  
Cherryvale, Kansas

#### From a Satisfied Farmer

My Nisco spreader has given me the best of satisfaction and I am well pleased with it. I consider it the best paying implement on my farm and no farm is where it should be without a Nisco Spreader on it.

Ole Savold, Oakes, N. D.

There's Still Room For a Few  
Wide-Awake Dealers  
Write Us or Nearest Branch

## The New Idea Spreader Co.

"Spreader Specialists"

Coldwater, Ohio, U. S. A.

#### BRANCHES

Harrisburg, Pa.  
Columbus, Ohio.  
Jackson, Mich.

Indianapolis, Ind.  
Chicago, Ill.  
Minneapolis, Minn.  
Omaha, Neb.

Kansas City, Mo.  
St. Louis, Mo.  
Guelph, Ont.



Since the fall of snow through the northern part of the state, there is quite a demand for cutters, runners and bobs. It is a little late for a heavy demand to prevail, but there is a reasonable volume going out.

Prospects for spring seem to be fairly good. The maintenance of the fixed price for wheat will encourage raising wheat during the coming crop season, as other items will stand upon their market value, whatever that may be—and it seems likely that wheat will have the best value. Indications point to a heavy demand for spring goods.

### Mail Order Decision Coming.

The order of the Federal Trade Commission prohibiting lumber organizations from carrying out their policies of combating mail-order competition did not touch the implement trades, since the latter have kept clear of any such policies. Notwithstanding this the rule was regretted by implement dealers, who resent the unfair actions of the mail-order trade. So the recent order by the commission citing a mail-order lumber concern to

answer charges of unfair competition in misrepresenting the purpose of the original order, will be greatly welcomed by jobbers and dealers generally. Much interest will be taken in the outcome of the hearing at Washington Jan. 9.

### Decide on Location for Show.

The annual automotive show of the Twin City Automobile Association has finally been located for the Overland Building, University Avenue and Eustis Street, St. Paul. This is the building now occupied by the Government Air Mechanics' Training School. Orders have been received to demobilize this school, and the equipment will be shipped away as fast as possible. Assurances have been given that the building will be vacated so that the display may be held there Feb. 15 to 22. Everything will be done to make this show the greatest ever held in these cities. The omission of last winter's show will be more than made up in the larger and more complete display which will be offered this winter.

D. E. Flynn is a new traveler for the

Giltner Implement Co., Minneapolis, to work in South Dakota. He has been farming for the last year or so, but was formerly with the Racine-Sattley Co.

The Giltner Implement Co. has just arranged to take on several new lines of goods, including a complete line of harness, automobile tops, buggies, trailers, and gasoline engines. These goods will be on display at the annual implement convention.

The Stover Engine and Mfg. Co. has added to its force of travelers, J. W. Wheeler of Fargo, N. D., and J. Martin. Mr. Wheeler was formerly with the Maytag Co. and will work in North Dakota. Mr. Martin was with the A. J. Dean Co. and will work in northwestern Minnesota.

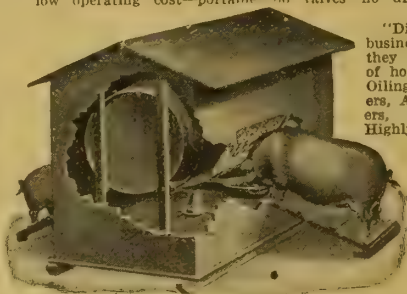
### These Treacherous Uniforms.

First Officer (in spasm of jealousy)—“Who's the knockkneed chap with your sister, old man?”

Second Officer—“My other sister.”—Punch.

### Dealers are Making PROFITS on Burrell Hog Raising Specialties

A hog fountain—built on the right principle, keeps the water warm in January and cool in August—that is the X-L-All Non-Freezing Hog Fountain. Dealers are selling with great success. Stays sold—low operating cost—portable—no valves—no dirt.



“Diamond B” dealers enjoy good business—earn worth while profits—they handle the most practical line of hog raising specialties. Lazy Hog Oiling Gates, Single and Double Oilers, Anti-Rooters, Hog Catcher, Feeders, Fountains and Hog Troughs. Highly improved—comprise the “Diamond B” Lines. Write today for our 1919 Dealer's Proposition.

**BURRELL MFG. and SUPPLY HOUSE**  
Kankakee, Ill. Dept. I-T



### Forward to Success

WITH other Progressive Manufacturers and Power Users! LAG your pulleys the New Way, WITHOUT the use of RIVETS or taking pulleys from SHAFT—and your machines will turn out all the work they are capable of—with NEVER a STOP or LOSS of TIME on account of belt slipping. Washington's Superior Pulley Covering will transmit MORE POWER than a LEATHER LAGGING or ANY KIND of UNCOVERED PULLEY. Has been used successfully since 1903 on separator and engine pulleys. It is put up in convenient outfits containing a Special Cement (glue) and Canvas, together with brushes and scraper for applying and directions for use. Whether you MAKE, SELL, or OPERATE machines of any kind, it will pay you to investigate this effective and economical power saving product. Write for sample and prices today.



W. S. RAYMOND, Mfr., 704 Chicago Road, Niles, Mich.

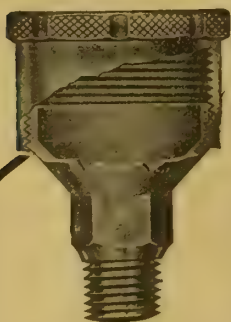


Fig. 200—PLAIN

### EMPRESS

Brass and Steel Grease and Oil Cups

**BUILT FOR SERVICE**

Catalog V Upon Request

### Bowen Products Corp.

Successors to Bowen Mfg. Co.  
Auburn Division, AUBURN, N. Y.



FUNNEL



### BUCKEYE

ELECTRIC

### House Pump

For Suburban and City Residences

Automatically Controlled  
Noiseless in Operation  
Efficient

Equipped with Hyatt Roller Bearings. Internal Gear and Main Shaft are automatically oiled. Rubber Faced Valves. Repulsion Induction Type Motor, especially designed for this class of work. Capacity 180 gallons per hour. Write for bulletin and prices today.

Manufactured by  
**Mast, Foss & Co., Springfield, Ohio**

Box E-10



Showing Spring without Load

### New Harvey Bolster Spring

Patented February 1, 1916

Write for description of these wonderful New Bolster Springs. Made like finest auto springs; they ride easy with a light load and raise the box but a few inches. A trial order will convince you of their superiority.

**HARVEY SPRING & FORGING CO.**  
Manufacturers of Vehicle Springs  
RACINE - Box 46 - WISCONSIN



Showing Spring with Load





United Dealers Always Make the Most Money

# The Mill that Grinds the Biggest Profits

## United is the 1919 Season's Feature Grinding Mill

Positively the most perfectly manufactured, highly improved, superior-quality mill that your customers' dollars can buy. Write for particulars about the new co-operative advertising campaign.



Write or Wire  
For Prices

1056?

## A Few of The Score of United DOMINATING Features

Grinds finest table meal or coarsest feed for stock. Hair breadth burr adjustment.

Guaranteed to grind more feed with same power or same amount with less power than any other mill.

United the real Ball Bearing Mill.

Four point suspension makes burrs self-aligning—no uneven grinding.

Heavy angle steel main frame, 18 gauge steel hopper, fine babbitting, large oil cups, perfectly balanced fly wheel, handsome appearance—this is "THE MILL SUPREME."

# United Engine Company

C.L. SPRINKLE, Pres.

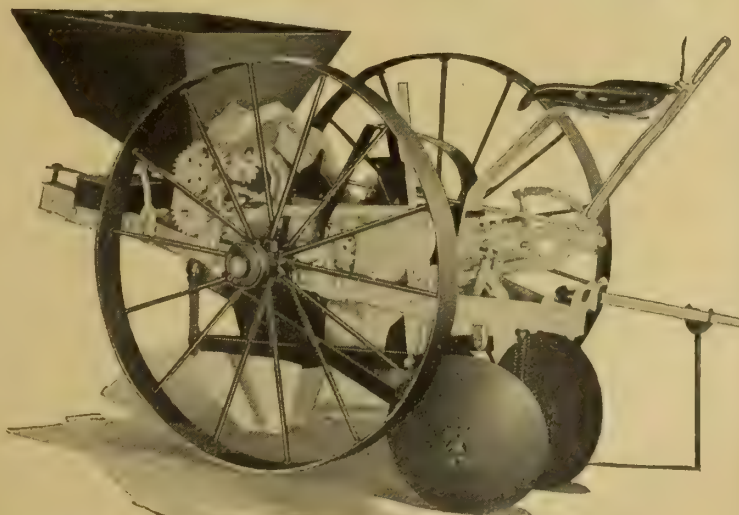
General Offices, Lansing, Mich. Branches: Kansas City, Mo., Independence, Ia., Albany, N. Y., and Minneapolis, Minn.



# H - O - O - V - E - R

## POTATO PLANTER

Absolutely Automatic Seed Control.  
Accurate Drop. Free Concave Action.  
Visible Operation. Non-Bruising of Seed.  
Easily Handled. Roller Bearings.  
Light Draft.  
Large Potato Hopper.  
Perfect Fertilizer Distribution.  
One and Two Row Planters.  
With and Without Fertilizer Attachment.

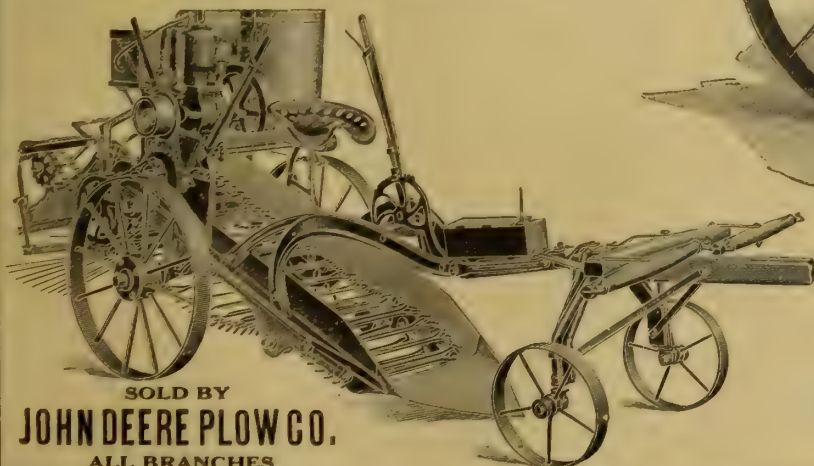


## POTATO DIGGER

Vine Separation. Light Draft.  
Roller Bearings. Engine Drive.  
Durable Construction.  
Combined Digger and Picker.  
Once Used—Always Used.  
Get the Right Line Now.

The Hoover Mfg. Co., Avery, O.

Established 1885



SOLD BY  
JOHN DEERE PLOW CO.  
ALL BRANCHES



### Didn't Call Him Names.

Officer—How is this, Murphy? The sergeant complains that you called him names.

Private Murphy—Plaze, surr, I never called him any names at all. All I said was "Sergeant," says I, "some of you ought to be in the menagerie."—Pearson's Weekly.

## SIMPLEX Grain Graders

The No. 40 Simplex is **\$29.75**  
The Handy Farmers Mill -Retail

**Capacity 40 to 60 bu. per hour**

Cleans and Grades in one operation,  
Wheat, Oats, Barley, Rye, Alfalfa,  
Grasses, Corn, Etc.

Write for Description and

Prices on Complete Line.

## SIMPLEX SPREADER MFG. COMPANY

Traders Bldg.  
KANSAS CITY, MO.

### OMAHA-COUNCIL BLUFFS



## Business Is More Active

### Greater Number of Dealers in Town— Jobbers Pleased With Situation.

Omaha-Council Bluffs, Dec. 20.—Implement business has grown a little more active during the week. More dealers have been in the city than the previous week, and those who have been here show more disposition to buy. Though they are not loading heavily on spring stock, they are buying tractors, shellers, ensilage cutters, feed grinders, manure spreaders, pumps, and a few other lines which are more or less in immediate demand at this time.

Jobbers who attended the convention at Des Moines recently were greatly pleased with the optimistic spirit shown there by the dealers who attended, and the Omaha jobbers and manufacturers who exhibited at the Iowa show were well satisfied with the amount of business done, especially considering the influenza epidemic and other hindrances to business.

### Manufacturers Postpone Meeting.

The Nebraska Manufacturers' Association directors have postponed for a month or six weeks the convention of the association which was to have been held in Omaha this week. The postpone-

ment was considered necessary on account of the rapid spread of influenza, which recently grew much worse in Nebraska.

Commissioner Frank I. Ringer in announcing the postponement, said, "In another thirty days our readjustment problems will be more clearly outlined and each will be able to approach the subject with a more definite idea of what he wants to know. We will then know more definitely whether we must wrestle with a new war tax. If the old continues there will be many new phases resulting from the numerous treasury rulings."

### Omaha Strike Over.

After suffering a complete tie-up of street car service for nine days, Omaha is again enjoying normal conditions, though the differences between the union men and the company are no nearer actual solution. The union men received orders from their international president to go back to work temporarily until the War Board could hold a meeting in Omaha and hear the merits of both sides of the case. This hearing is set for Jan. 2.

### Avery Service School.

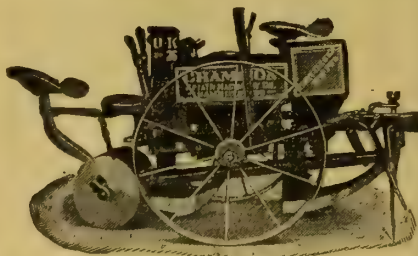
A tractor service school was conducted at the Omaha branch house of the Avery Co., Dec. 16, 17 and 18. All those interested in tractors in any way were invited. Competent instructors lectured and demonstrated.

### Soldiers' Employment Bureau.

The Omaha Chamber of Commerce is now conducting an employment bureau

### O K CHAMPION LINE

## O K CHAMPION Potato Machinery



Our No. 25 Planter will plant a seed piece to every hill. The Cup and Dial Feed has proven dependable under all conditions.

Our No. 22 Automatic Planter has been marketed for twenty years.

### DEALERS,

Secure your contracts now for the O. K. CHAMPION Cutters, Planters, Sprayers, Diggers, including Engine Drive Diggers.

CHAMPION POTATO MACHINERY CO.  
140 Chicago Ave. HAMMOND, INDIANA

**SATISFACTION**

## Pressed Steel Tractor Frames Heavy Stampings

Let us help to reduce your costs by increasing your production through the use of *Pressed Steel Frames*.

Send us your blue prints. Our engineering department is at your disposal for suggestions and estimates.

**Detroit Pressed Steel Co.**  
Detroit, Mich.

## Only 2c Per Word!

Send Your Classified Ad in Today.

Quick Action—Small Cost.

**Find a Bargain or Make a Bargain**



# ASPINWALL

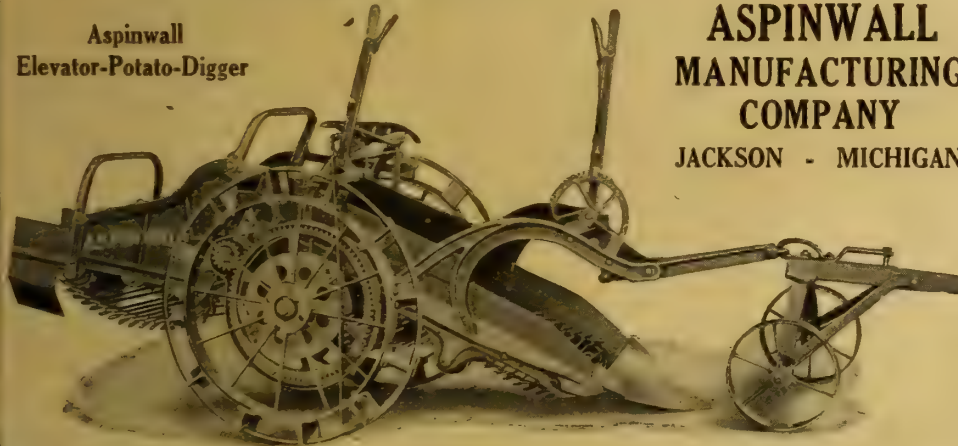
*Unsurpassed in* **Potato Machinery**  
*Material,—Workmanship,—Serviceability,—*  
*Recognized L-E-A-D-E-R*

World's Oldest and Largest Makers of POTATO MACHINERY

*Attractive Folders Furnished on Request*

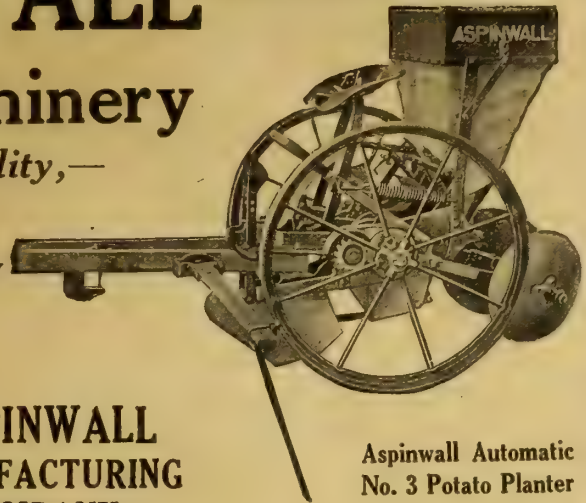
1919 Prices are now ready.

Aspinwall  
Elevator-Potato-Digger



**ASPINWALL  
MANUFACTURING  
COMPANY**

JACKSON - MICHIGAN



Aspinwall Automatic  
No. 3 Potato Planter

ASPINWALL Line is Complete  
 Cutters  
 Planters  
 Sprayers  
 Diggers  
 Sorters

## HORSE SENSE

Creston, Iowa, Nov. 11, 1918.

I want to tell you regarding just one thing that I like about your Litchfield Spreader. It is this: When I go out or send a man out with it, I know it is going to work and work right. I seldom use it myself, but my men say it is fine.

Yours truly,

L. J. HEINLINE.

"THE GUARANTEED SPREADER BUILDERS. 20 YEARS SPREADER MAKING EXPERIENCE."

**THE LITCHFIELD MFG. CO., Waterloo, Iowa**



# DUNHAM

## CULTI-PACKER

TRADE MARK REG.

## For Better Seed Beds



Every agricultural college, every farm paper, every institute lecturer, is urging better seed beds—more crops from the same acreage.

The Culti-Packer will fit the seed bed better and do it more quickly than any other type of tool. This is not an idle claim but a demonstrated fact.

It crushes all lumps, firms out air spaces, and stirs the top, leaving a surface which retains moisture but does not crust in the rain.

Here are three of the oldest and soundest principles of seed bed preparation combined in the operation of one tool.

Build your business by showing your farmers the easiest way to make better seed beds.

For Sale by  
John Deere Branches

## The Dunham Co.

CLEVELAND, OHIO

Factories at Berea, Ohio

for the returning soldiers and sailors of Douglas county. Positions available now and in the near future are being discovered and listed by means of questionnaires sent out to employers.

### Files Bankruptcy Petition.

Stephen Schultz of Hastings, Neb., dealer in automobiles and implements, filed a voluntary petition in bankruptcy at Hastings, Dec. 6. He scheduled assets amounting to \$197,880.65 and liabilities amounting to \$219,660.06. Chattel mortgages for sums running into tens thousands of dollars are held by some of the Omaha jobbers.

### E. M. Andreessen Dies.

E. M. Andreessen, president of the Lee-Coit-Andreessen Hardware Co., Omaha, died Wednesday, Dec. 11, as a result of injuries received a few days before when he was struck by an automobile while on his way to the office. He sustained a fractured skull and was unconscious almost all of the time until his death.

B. H. Garrett, assistant manager for the Challenge Co., has been ill with influenza.

E. C. Bates, dealer at Carleton, Neb., died of influenza recently, and his business is in the hands of the estate.

Barry Brothers will take over the business of the late Maurice Colbert, implement dealer of Danbury, Ia., who died Nov. 26.

J. A. White, formerly special cream separator man for the International Harvester Co., has taken a similar position with the T. G. Northwall Co.

Ralph Hypse, son of President G. N. Hypse of the T. G. Northwall Co., spent Thanksgiving with his parents in Omaha on a furlough from Camp Funston, where he is in the service.

## AMONG THE DEALERS

### Arkansas.

Scranton.—E. N. Thompson Co. purchased the implement and hardware business of the Smith Trading Co.

Little Rock.—Edmond Craig, an implement dealer at 320 East Markham Street, died recently.

### California.

Fertilla.—Elmer Layton purchased a site on which to build an implement store.

### Iowa.

Coggon.—M. O'Rourke purchased the implement business of D. J. Hogan.

Storm Lake.—A. E. Cattermole will move his stock into a larger building.

Vinton.—D. L. Bryan moved his implement stock from A Avenue into the Tharp Building on West Fourth Street.

Washington.—Frederick L. Stewart has moved to a new location and requests catalogs on implements and hardware.

Woodbine.—Case & Muir have succeeded J. E. Case in the implement and hardware business.

### Kansas.

Sterling.—Hanson Machinery Co. is erecting a building 42x88 feet in the rear of its store to be used as a sample room for implements.

Sedgwick.—Fred S. Hayden succeeded Hayden Bros. in the implement and hard-

ware business. James A. Hayden died recently.

Kanorado.—William Hartstine suffered a \$4,000 loss on his implement stock and building through fire recently.

Wichita.—Hieger Implement Co. has been incorporated with a capital of \$10,000 by J. J. Hieger, A. Hieger and R. B. Hieger.

**ASBESTOS  
BRAKE  
LINING**

**S-M-C**  
Trade Mark, Reg. U. S. Pat. Office

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.

We can make any width up to 6 ins.

**STAYBESTOS MFG. CO.**

5549 Lena St. Philadelphia

**Watkins  
Grain Grader**



Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

**Large Capacity**

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

Made in Two Sizes  
Dealers Write for Exclusive Agency

**Watkins Mfg. Co.** 242 South Wichita St. WICHITA, KANS.

**BE SURE YOU ARE SELLING  
THE CANNON OILERS**

None genuine without this name stamped on side of can. Do not be deceived by cheap oilers made to resemble the CANNON.



**THE  
"CANNON  
OILER"**

**FORCES  
THE OIL  
ANYWHERE**

The Genuine Cannon Pump Oiler is built of the best of material, including all brass valves, valve seats and valve springs; heavily reinforced body and bottom construction, and with ordinary care will last a life-time. Spout lengths 6 in. to 15 feet. Two Types: Brass or Tin.

Insist on the Genuine Cannon Oiler for Economy, Safety, Convenience, Long Life.

Name Copyrighted. Original Patents Owned. All Rights Reserved.  
Manufactured Only By

**THE CANNON OILER COMPANY**  
Successor to R. E. BLOOMER,  
Keltsburg, Ill., U. S. A.  
Mfr's. The Original and Genuine  
"Cannon Oilers."





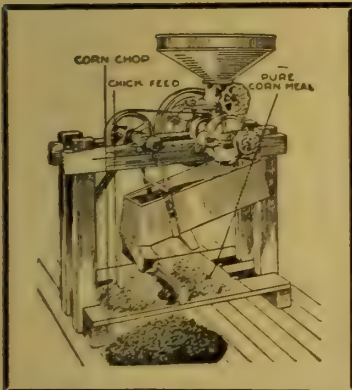
**"If it isn't a WEBSTER Tri-Polar, it isn't a Real Oscillator."**

THE WEBSTER Tri-Polar is the only real Oscillator on the market today. Until we made it famous, the name "Oscillator" was not used by others with reference to ignition devices for stationary or portable gas engines. But today there are several manufacturers seeking to cash in on the demand for Webster Tri-Polar Oscillators with magnetos masqueraded as "Oscillators." Whether you are a manufacturer, jobber, dealer or user, it is to your advantage to bear this in mind. When an engine you have sold develops ignition troubles, you suffer the loss of your customer's confidence, and usually an actual money loss, too, nearly half a million users know that the Webster Tri-Polar Oscillator makes ignition the most dependable part of an engine. Insist that your gas engine be equipped with a Webster Tri-Polar Oscillator, and you'll never be bothered with kicks about ignition.

**WEBSTER ELECTRIC CO.**  
Racine, Wisconsin.

# WEBSTER TRI-POLAR OSCILLATOR

An imitation is intended to sell on the strength of a reputation that belongs to somebody else's product—not on its own merits.



**Introducing  
the New  
Liberty Mill**  
*Made in 7 Sizes*

**The One Mill That Meets Every Requirement and Sells Every Prospect**

Put one on your floor—display it—let your trade test it and watch the sales multiply.

This mill grinds any small grain grown, making the finest table meals and flours as well as any grade or combination of Stock Food desired.

**Made in 7 Sizes**

You can successfully meet all competition for you will have a complete line of unusual advantages.

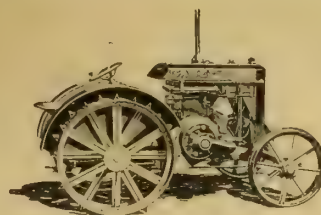
Get our proposition and complete description of this profit maker.

**Diamond Grinder Co.**

310-12 E. 4th St.

Cedar Falls, Iowa

## Case Kerosene Tractors



### Our Dealer Proposition

IS very liberal, as you'll find when you go into it. In a few localities we know of openings which will interest progressive men. Such opportunities do not exist everywhere, for we have thousands of successful dealers.

If you want to make more money, write to us, explaining your facilities for handling power farming machinery, and we'll respond at once upon immediate analysis of the territory surrounding.



## BALDWIN ROLLER CHAINS

Chain drive on tractors has proven most efficient. More tractors have BALDWIN CHAIN DRIVES than any other.

This is because the efficiency and "know how" of Baldwin's product has been conscientiously applied to the tractor problem.

### OUR AGENTS

C. D. Schmidt, 276 Canal St., New York City.  
N. A. Petry Co., Inc., 1307 Race St., Philadelphia, Pa.  
Walter H. Williams, 175 Massachusetts Ave., Boston, Mass.  
W. D. Foreman, 1607 Prairie Ave., Chicago, Ill.  
M. & M. Co., Cleveland, Ohio.  
American Automobile & Supply Co., St. Louis, Mo.  
Motor & Machinists' Supply Co., Kansas City, Mo.  
C. J. Smith & Co., St. Paul, Minn.  
M. A. Bryte, Inc., 543 Golden Gate Ave., San Francisco, Cal.  
Lyman Tube & Supply Co., Ltd., Montreal, Toronto, Can.  
J. M. Howe, 245 Plymouth Bldg., Minneapolis, Minn.  
Wirthin-Mann Co., 318 West Third St., Cincinnati, Ohio.  
H. V. Greenwood, 122 So. Michigan Ave., Chicago, Ill.



**Baldwin Chain and Manufacturing Co.**

**WORCESTER,  
MASS.**



## Minnesota.

Perley.—Larson & Hoganson are successors to Lee & Hoganson.

Cloquet.—Hacker & Cleveland have engaged in the implement and hardware business at 102 Arch Avenue. Catalogs requested.

Sleepy Eve.—Hart & Stevens pur-

chased the hardware stock, which includes gasoline engines and cream separators of A. R. Klem.

Garland.—White & Ward have leased a new location which they will occupy with a stock of heavy farm implements, gasoline engines, etc.

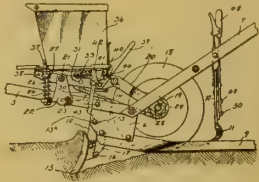
Greenville.—The stocks of Armistead & Ende Hardware Co. and Mitchell

Harris Hardware Co. have been consolidated and incorporated with a capital of \$35,000. Catalogs requested on heavy farm implements, gasoline engines, cream separators and washing machines.

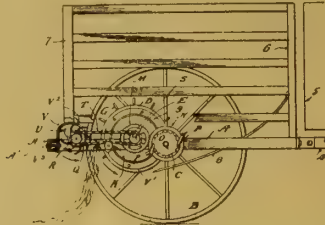
Belleplaine.—R. A. Smith is successor to E. Vinkemeier and requests catalogs on gasoline engines, cream separators and washing machines.

## Implement and Tractor Patents Issued October 29, 1918

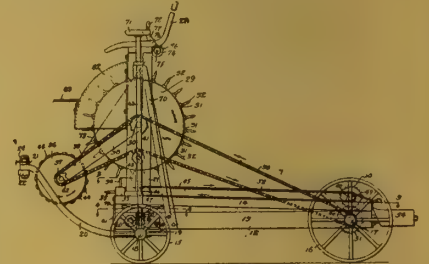
1,282,798. PLANTER. EDWARD FOWLER, Cedar Grove, Ga. Original application filed Mar. 6, 1916, Serial No. 82,457. Divided and this application filed Feb. 20, 1917. Serial No. 149,835. (Cl. 111—56.)



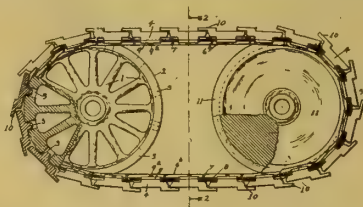
1,282,946. STRAW-SPREADING MACHINE. MATHEW RAPE, Morton, Ill. Filed Feb. 14, 1917. Serial No. 148,604. (Cl. 275—3.)



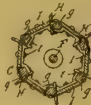
1,282,973. PEA-PICKER. WAYNE M. STILES, Mount Holly, N. J. Filed Apr. 9, 1918. Serial No. 227,437. (Cl. 56—2.)



1,282,827. FLEXIBLE TRACTOR-TRACK AND OPERATIVE WHEEL THEREFOR. JOHN HAY, San Jose, Cal. Filed July 1, 1918. Serial No. 242,850. (Cl. 21—150.)



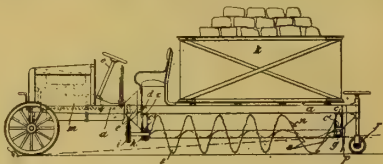
1,282,854. MANURE-SPREADER. NELSON J. KEMP, Le Roy, N. Y. Filed Aug. 10, 1916. Serial No. 114,101. (Cl. 275—3.)



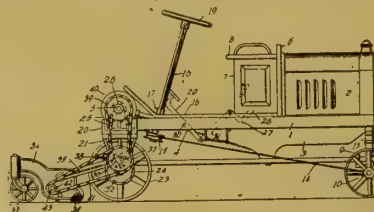
1,282,982. TRACTOR STEERING ATTACHMENT. WEERT TELLINGHUISEN and RIEKE SMIDT, White, S. D. Filed Dec. 11, 1917. Serial No. 206,648. (Cl. 180—14.)



1,282,991. MOTOR-PLOW. GABRIEL ANTOINE VEYRE, Casablanca, Morocco. Filed Oct. 12, 1917. Serial No. 196,325. (Cl. 97—65.)



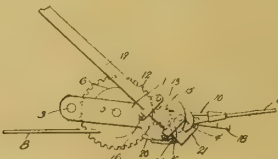
1,283,083. MOTOR-PROPELLED TRACTOR. HARRY T. COLDWELL, Chicago, Ill. Filed Aug. 4, 1917. Serial No. 184,425. (Cl. 180—1.)



1,283,086. ANTICLOGGING DEVICE FOR MOWERS. ARTHUR M. COLLINS, Troy, Ohio, assignor of one-half to Frank Burkholder, Troy, Ohio. Filed Mar. 18, 1918. Serial No. 223,007. (Cl. 56—30.)



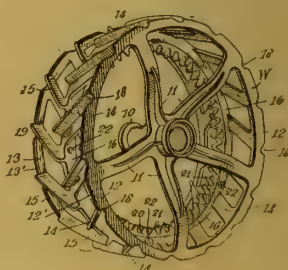
1,283,371. DETENT MECHANISM FOR STUMP-PULLERS. ADOLPHUS J. VANHORN, Henry River, N. C. Filed July 6, 1917. Serial No. 178,937. (Cl. 74—16.)



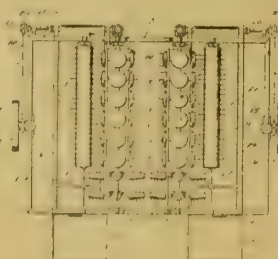
1,283,203. BUNDLE-CARRIER FOR GRAIN-BINDERS. JOHN W. JOHNSON, Bessemer, Mich., assignor of one-half to James A. O'Neill, Ironwood, Mich. Filed Jan. 22, 1918. Serial No. 213,140. (Cl. 56—37.)



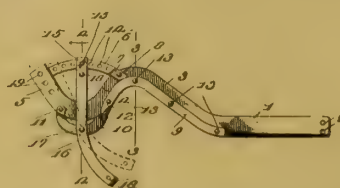
1,283,215. TRACTOR-WHEEL. JOHN M. KROYER, Stockton, Cal., assignor to Samson Sleeve-Grip Tractor Co., Stockton, Cal., a Corporation of California. Filed Mar. 31, 1917. Serial No. 158,950. (Cl. 21—216.)



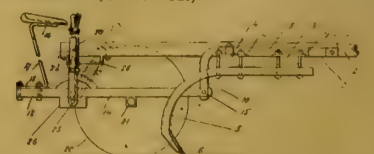
1,283,277. COTTON-PICKER. THOMAS M. OLSON, Hudson, Wis. Filed Dec. 26, 1917. Serial No. 208,773. (Cl. 56—118.)



1,283,444. PLOW. ANDREW J. THOMPSON, Fairburn, Ga. Filed June 17, 1918. Serial No. 240,473. (Cl. 97—26.)



1,283,132. CULTIVATOR. ED FLAIZ and ALBAN T. HAWKARD, Olathe, Colo. Filed Apr. 2, 1918. Serial No. 226,289. (Cl. 97—82.)





# ANSWERS

## This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

## Repairs for Feed Grinder.

W. F. MITCHELL & SONS, Milford, Mo.:

## CULLMAN SPROCKETS AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver-Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand. Catalog

CULLMAN WHEEL CO.  
1347 Altgeld Street, CHICAGO



## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—  
Where rents are high—  
Where stocks are large and varied—  
Where service is essential and time has a value—  
Where the prevailing spirit is "Modern Methods" and Progressiveness—

There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits: every inch of wall space being utilized for shelving or storage bins—It brings the top-most shelf within safe, easy, quick reach of clerks and stock-keepers—It saves unlimited time and gives your customers better service.

Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants.

Colored Circular and prices on request.

F. E. MYERS & BRO.  
ASHLAND OHIO.

## Sheet Metal Stampings

Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding.

Estimates cheerfully furnished on your requirements

The Bossert Corporation  
UTICA, N. Y.

Repairs for the Corn King feed grinder can be obtained from the Swift Mfg. Co., Waterloo, Ia.

## Repairs for Rockford Pump.

DAXON IMPLEMENT CO., Neligh, Neb.: Repairs for the Rockford pumps can be supplied by the Trahern Pump Co., Rockford, Ill.

## D24 1/4 for Spreader.

GREEN BROS., Lawrence, Kan.: D24 1/4 is a worm shaft guide for a spreader made by the Marseilles Co., East Moline, Ill. Your order has been forwarded to the John Deere Plow Co., Kansas City, Mo.

## Repairs for McSherry Grain Drill.

TALLMAN & McCUNE, Center, Col.: Repairs for the McSherry grain drill can be furnished by Fetzer & Co., Springfield, Ill.

## 1R14 and 1R16 for Feed Grinder.

FISK HARDWARE CO., Wellington, Kan.: Nos. 1R14 and 1R16 are burrs for a feed grinder made by the New Winona Mfg. Co., Winona, Minn., where repairs can be obtained.

## P537 for Hay Rake.

MEGLEME & WATSON, Wheatland, Wyo.: P537 is a thill coupling for a hay rake made by the International Harvester Co., Chicago, Ill. Your order has been forwarded to the International Harvester Co., Omaha, Neb.

## No. 1614 for Feed Grinder.

WARNER & SONS, O'Neill, Neb.: No. 1614 is a frame for a grinder made by the Marseilles Co., East Moline, Ill. Repairs can be obtained from the John Deere Plow Co., Omaha, Neb.

## K1 and K2 for Grinder.

A. C. ANDERSON, Santa Rosa, Cal.: K1 and K2 are burrs for a grinder made by the New Winona Mfg. Co., Winona, Minn., where repairs can be obtained.

## S106 for Stalk Cutter.

SMITH-MOORE-WILLIAMS CO., Bonham, Tex.: S106 is a cutter head for a stalk cutter made by the Emerson-Brantingham Implement Co., Rockford, Ill. Your order has been sent to the Emerson-Brantingham Implement Co., Dallas, Tex.

## Repairs for Pico Planter.

C. F. EWERT, Columbus, Neb.: Repairs for the Pico planter can be obtained from the Chambers, Bering, Quinlan Co., Decatur, Ill.

## D530 and D933 for Corn Planter.

RAPID CITY IMPLEMENT CO., Rapid City, S. D.: D530 is a gear ring and D933 is a plate for a planter made by the Moline Plow Co., Moline, Ill. Your order has been forwarded to the Nebraska Moline Plow Co., Omaha, Neb.

## Repairs for Stickney Pump Jack.

D. R. CAMPBELL, Sidney, Neb.: Repairs for the Stickney pump jack can be supplied by the Levine Motor Co., Philadelphia, Pa.

## WHO KNOWS ABOUT THESE?

BONNER & BARKER, Jetmore, Kan., ask who can supply F40 for a peg tooth harrow.

BEN BROLEIM, Tongmont, Col., asks who made the Ward engine.

WM. KROTTER CO., Spencer, Neb., inquire the name of the company that can furnish repairs for the Matchless engine.

G. P. BRANDT, Harlingen, Tex., wants repairs for a warehouse truck that has a part numbered 618.

FRED H. BUCHANAN, Centerville, Kan., inquires for repairs for the Champion buggy.

C. H. JOHNSON, Chambers, Neb., asks who makes the Kenwood engine.

W. I. LASSEY, Miltonvale, Kan., wants repairs for the Mt. Auburn wagon.

Otto Brandt, San Diego, Tex., asks who makes a cultivator that has a trip lever marked Q2 and the handle brackets Q7 and Q8.

## Malleable Iron Castings

QUALITY AND SERVICE

JAMES F. WALSH

32 N. Clinton St.

Chicago, Ill.

## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year.



Double Gears are used, each carrying half the load. War greatly increases the demand for this cheap labor and inexpensive laborer, who is on the job night, day and Sunday. Board costs nothing. We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws. Write AERMOTOR CO., 2500 Twelfth St., Chicago

## LEWIS VALVES

CAN'T BE BEAT

The Lewis Steel Products Company

4080 Detroit Ave.

TOLEDO - - - OHIO

## Hayes CENTER-DRIVE PUMP JACK No 2

Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large

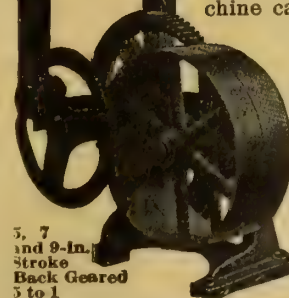
stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the

5, 7 and 9-In. Stroke Back Geared 5 to 1

cheapest jack—special features unequalled at any price—the one compelling pump jack value. You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

HAYES PUMP & PLANTER CO., Galva, Ill.



## Cordwood Saw Mandrels

Refer to Catalog Page 59. A big seller. If your stock is low send us a mail order.

STOWE  
KANSAS CITY





## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## When Uncle Speaks.

A green batch of recruits who had just come into camp the preceding night were startled from their sound slumbers by the sonorous and insistent notes of the bugler blowing the reveille.

New to the game, they had left their easy civilian life to play, none of the raw "rookies" stirred from their beds with the sole exception of a little southern lad from New Orleans, who, sitting up in his cot rubbing his eyes, remarked to the sleeping forms around him: "You all bettah get up—dat, ain't yoh mothah callin' you, boy, dat' yoh Uncle talkin' to you now."—Judge.

## Democratic.

A Battle Creek lady danced three times with a good looking first lieutenant, and then said:

"Pardon me, sir, but your face is strangely familiar. Haven't I seen you somewhere before?"

"Yes, madam, you have," responded the officer. "I was your milkman for more than three years."

## Getting Along.

"She hasn't got sense enough to go in out of the rain."

"Never mind. She'll get along. She travels on her looks."—Kansas City Journal.

## A SMALL OVERSIGHT.



The Professor: I really believe that this is the first journey I ever started without forgetting something.—Life.

Lady—Can't you find work?

Tramp—Yessum; but every one wants a reference from my last employer.

Lady—And can't you get one?

Tramp—No, mum. Yer see, he's been dead twenty-eight years.—Chicago Blade.

## Eager to Learn.

A Chicago man was walking through a foreign quarter of his city when, with an amused smile, he stopped in front of a small eating place, on the window of which was painted in white, "Lam Stew."

Now, the proprietor happened to be standing in the doorway, and when he saw the smile of the gentleman who had stopped in front of his place, he asked to be favored with an explanation of the joke.

Whereupon the other explained about the missing "b" in "lamb," and the proprietor accepted the correction in good part, at the same time expressing his thanks.

When next the Chicago man passed that restaurant he found that the menu had been changed but that the lesson in orthography had not been forgotten. The proprietor was now offering "Clamb Chowder."—Harper's.

## How the Row Started.

"One wife too many!" exclaimed Mrs. Wederly, as she glanced at the head lines of her husband's paper. "I suppose that is an account of the doings of some bigamist?"

"Not necessarily, my dear," replied her husband, without daring to look up.—Stray Stories.

## WANTS and OPPORTUNITIES

[Positions Wanted] free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## FOR SALE.

**For Sale**—The only Implement and Coal Yard in a good, clean town. The Panhandle Agricultural College located here, good school, two churches. Good farming country. Good location for another hardware stock. Good reason for selling. No trade, one-half cash, balance time to suit. J. C. Smith, Goodwell, Oklahoma. 12-14-2t

**For Sale**—Carriage, implement and blacksmith business in a lively town of 6,000. Railroad center, located on Colorado River. Fine farming country, healthy. Doing a good business. Will sell half interest or the entire business. Good reason for selling. Address all letters to P. O. Box 608, Smithville, Texas. 12-7-tf

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

## POSITIONS WANTED.

**Wanted**—Position as manager or salesman in retail hardware and implement house. Thorough experience. Can furnish first class references. Prefer Southwest Missouri or Northwest Arkansas. Address "Springfield, Mo." care Implement & Tractor Trade Journal. 12-7-3t

**Wanted**—Position in export department of tractor company, by man 28 years old, with three years' experience selling trac-

tors and implements in Spanish speaking country. Knows English (was educated in U. S.) and ways to deal with Latin-Americans that will increase sales down south. Address A. M. C., care Implement & Tractor Trade Journal, Kansas City, Mo. 12-7-tf

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

## HELP WANTED.

**Wanted**—Tinner; steady work year around for good man. Kay & Kaw Mercantile Company, Newkirk, Okla. 12-21-1t

**Wanted**—Experienced man to work in retail implement store; state age and salary wanted in first letter. Address C40, Implement and Tractor Trade Journal. 12-14-3t

**Wanted**—Advertising Manager. Excellent opportunity for man with ability. Address W. K. M., Implement and Tractor Trade Journal. 12-14-2t

**Wanted**—First class tractor salesman (none other need apply) with leading implement firm in Omaha. Good territory. Address Box LL, Union Station, Omaha, Neb. 12-7-tf

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal commission; quick seller. Munson Mfg. Co., Winterset, Ia.

**Three Experts Wanted Immediately**—Men with high grade mechanical ability in motor mechanic and tractor lines, capable of putting up a good job and in supervising departments training men who may be called into Government service. Such men of leadership and ability who measure up to the standards of war service will be considered for responsible positions drawing good salaries and where their abilities will be in the limelight and quickly recognized. Will appreciate assistance of any manufacturers who can direct such men to apply. State full particulars and experience in first letter. Address "H. G.," Implement & Tractor Trade Journal. tf

## MISCELLANEOUS.

**Wanted to Exchange**—Implement or Implement and Hardware business in ex-

change for good income property in Kansas City, Missouri. Thirty-five or sixty thousand dollar deal. Dehoney Hay & Grain Co., Station "A," Kansas City, Mo. 12-21-2t

**Attention, Salesmen**—Carry sample of our product in your coat pocket and show it to your trade on just one trip. The result will prove more than we can tell you. This product is invaluable for keeping machinery in good order. There is nothing else like it on the market and you can prove its value in a moment's time. Appeals to every dealer, whose farmer customers are all prospects. One sale means repeat orders. Dealer himself can use to advantage in keeping machinery stock in condition. Good profit assured. Will not interfere in any way with your present work. Full information upon request. Address C. W. H., care Implement & Tractor Trade Journal. 12-21-18-tf

**Will Trade For Stock**—One of the large implement jobbers has a 1,200-acre stock ranch 100 miles east of Kansas City on the main line of the Rock Island; about 300 acres in cultivation, the balance pasture; fenced and cross fenced with hog-tight barb wire and woven wire; two full sets of improvements. This is an excellent stock ranch; cheap at \$30,000, clear of encumbrance and they would be willing to trade for a good stock of farm implements well located in any good farming district either in the Kansas City or Omaha territories. Object would be with the right stock and the right location to locate a retail implement house. The ranch can be divided into two, one of 720 acres and the other of 480 acres, each well improved. Anyone interested address L. E. A., care Implement & Tractor Trade Journal, 1112 Woodman Bldg., Omaha, Neb. 12-7-4t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.



Published Weekly  
**Implement Trade Journal Co.**  
Kansas City U. S. A.

Carl W. Hertel, President  
Fred Milburn, Vice-Pres-Treas.  
Geo. F. Massey, Secretary  
Hal H. Clark, Advertising Director

# Implement & Tractor Trade Journal

Established 1886

**Omaha**  
1112 Woodmen Building  
A. E. Long, Mgr.

**Minneapolis**  
333 Palace Building  
R.R. Ring, Mgr.

**New York**  
205 Postal Telegraph Building  
Frank M. Dampman, Mgr.

OMAHA

KANSAS CITY

MINNEAPOLIS

## Dealers and Farmers Together

FOR a good many years the song writers have been singing the praises of Maryland. "Maryland, My Maryland" has been punished by some of the worst and sung by all of the best choruses of the land. "Back Home in Maryland" had its inning in the era when the popular song writers were telling about the fried chickens, greetings and the old folks of their native states.

But the best aria was written into Maryland's song history this month at the annual meeting of the Maryland Agricultural Society. It was written in an agricultural key with emphasis on the implement interludes.

It is doubtful whether any state in the Union has done more to encourage and aid its agricultural interests than the state of Maryland. The soil and its guardians have been placed on a deserved plane and all steps to reach it lead up. The state has spared no effort that would prove the cooperation that the industry receives.

The basis, or the hub around which all of the agricultural hopes of the state revolve, is the cooperative extension work of the Maryland State College of Agriculture at College Park, Md. The evidence of the work of this department of the state college is presented annually in the meeting of Maryland Agricultural Society.

The units of the society: Maryland State Horticultural Society, Maryland Crop Improvement Association, Maryland State Dairymen's Association,

By Martin Platt

Maryland State Beekeepers' Association, Maryland State Vegetable Growers' Association and Maryland State Sheep Growers' Association.

Dec. 9, 10 and 11 these various associations, as a whole being the Maryland State Agricultural Society, held sessions at Baltimore, Md. Thousands of men attended the sessions. The

ment dealers of the state. Not so long ago the Maryland State Agricultural College obtained the services of F. A. Wirt, one of the foremost agricultural engineering authorities in the country. Besides knowing implements Mr. Wirt through one time connection with the John Deere Plow Co. had the opportunity to learn to know dealers and the problems that confront them.

Prior to the session Mr. Symons addressed this letter to the implement dealers of the state:

"You are in a position to help the farmer make better use of modern farm labor saving machinery. Tremendous strides have been made by your customers during the past two years but the future will see even greater progress; for in-

stance twice as many tractors were sold in this state in 1918 as in 1917.

"Your customers must continue to substitute modern farm labor saving machinery for many of the present methods of farming. Food will be scarce for years to come with a resulting world wide demand for the products of the soil.

"As you sell implements that make crops possible, it is fitting that we meet together to discuss what the implement dealers can do to help the farmer, and incidentally aid his own business."

"It was a fine conference," Mr. Symons said after the meeting was over, "matters of mutual interest were discussed to the advantage of all who



[WHERE THE MEETING TOOK PLACE THAT MADE AGRICULTURAL HISTORY FOR MARYLAND

most prominent men in the United States, authorities in every line of agricultural work, met with them and discussed the problems of the farmer, gardener and the cattle raiser.

It would be an easy matter to write columns about all of those sessions and profitable to any reader, however, there were two sessions that proved of the most interest to an implement dealer. They were sessions unprecedented in the history of the country, even new to the Maryland Agricultural Society.

It occurred to Thomas B. Symons, director of the work of these federated associations, that one of the most profitable sessions that could be arranged would be a conference with the imple-



## RECLAIMING SOME SWAMPY LAND NEAR BRODHEAD, WIS.



**This big dredge is at work reclaiming marsh land near Brodhead, in southern Wisconsin. Similar operations carried out in many other parts of the country have proven, if proof were necessary, that it pays, and pays in big terms, to remove the natural handicaps from land and put it to work for the farmer and the whole population. With the soldiers again in civil life, such activities will be vastly increased and on a greater scale.**

attended. I feel that it has started a splendid movement toward closer cooperation of the implement dealers and the farmer organizations and the farmers individually. Everyone is greatly pleased with the project. Personally, I feel that in the readjustment period before us, that labor saving machinery must play a most important part.

For several months Mr. Wirt worked on the arranging of the conference between dealers and the members of the association. More than 200 dealers attended and the conference was one of the most valuable and interesting of the sessions.

An entire morning was given over to the discussion. Without attempting to enumerate the many questions offered from the floor, the program was as follows:

Call to Order—William M. Pogue, president, Eastern Implement and Vehicle Dealers' Association.

Address of Welcome—T. B. Symons, Director of Extension, Maryland State College.

"Implement Supply, Repair and Service Situation"—Grant Wright, editor, Eastern Dealer.

Discussion.

Service to the Farmer.

"Government Regulation of Implements"—Junius F. Cook, Farm Implement Administrator, U. S. Department of Agriculture.

"Selling Tractors."

Question Box—William F. Pogue.

That section of the program alone would have provided much thought for implement dealers in other states but there was another portion equally as interesting and important. One afternoon was allotted to a program with this theme: "Labor Saving Farm Machinery." The program:

Call to Order—Orlando Harrison, President Agricultural Society.

"Prize Winning Tractor Report"—F. A. Wirt, specialist in Farm Machinery. Address—Hon. W. B. Wilson, secretary, U. S. Department of Labor.

"What the Tractor Can Do"—Major L. W. Chase, Ordnance Department, U. S. A.

Discussion—"Farm Management, in Its Relation to Farm Tractors," W. J. Spillman, associate editor, Farm Journal.

"Farm Machinery From the Dealers' Standpoint"—Wm. M. Pogue, president, Eastern Implement and Vehicle Dealers' Association.

Discussion—"Experiences of Maryland Tractor Owners," F. A. Wirt, specialist in Farm Machinery, Maryland State College.

Discussion.

In the courses of the Maryland State College of Agriculture, the one that is the most attention is the agricultural implement engineering course.

Now just one question, Mr. Dealer; what are the extension service of your state college and your state agricultural societies doing to encourage education in agricultural implement engineering? Write to the secretary of the implement dealers' association, of which you

surely must be a member, and inquire of him if you do not know.

## How to Care for Implements.

The high cost of farm machinery undoubtedly has resulted in the carrying over of a large amount of old equipment for use next spring, says the U. S. Department of Agriculture. With the fall work well out of the way, attention should now be given to the repair of all this equipment. Farmers' Bulletins Nos. 946 and 947 give detailed information as to the repair of plows, harrows, mowers, and binders. Copies of these bulletins will be sent to any one making application for the same to the Division of Publications.

Special attention should be given to the iron boxes in the hubs in the iron wheels of plows, planters, cultivators, hay rakes, and similar tools. These boxes are replaceable and can easily be removed by unscrewing the large nut on the outside of the wheel that holds these boxes in place. When this nut is removed a few taps of the hammer will usually drive the box out of the hub and a new one can easily be inserted. These boxes are numbered, so that it is not a difficult matter to obtain duplicates from the local implement dealer. However, it may be necessary to order these from supply houses in distant cities, and it is advisable to attend to this matter at once, so that the new boxes can be put in the wheel before the tools are needed for next spring's work.

If the axles are badly worn on the underside, sometimes they can be reversed and turned upside down, or they can be replaced with new axles. Where this is impossible, they can oftentimes be repaired by using Babbitt metal.

After the implement has been thoroughly overhauled and repaired, it should be given a good coat of paint. If the old paint is gone or badly worn, it is advisable to apply a coat of linseed oil with a small amount of paint as the first coat over the woodwork. After this is thoroughly dried, a second coat can be applied over the entire machine. Moldboards and shares of plows, the steel teeth or sweeps of cultivators, should be smeared with cup grease or wagon grease so as to prevent their rusting. Put the implements under cover, where they will be protected from the weather. Oftentimes the implement can be taken apart or the wheels removed to economize space for storage.

Herman Seitzinger, implement dealer at Roundup, Mont., died recently.



# Emergency Work of the Farm Implements Committee

By C. S. Brantingham

Chairman

THE Farm Implements Committee was organized originally as the War Emergency Committee of the National Implement and Vehicle Association. It was the result of a keen appreciation on the part of the executive committee of the association of the importance of maintaining an adequate supply of farm operating equipment to aid the farmer in keeping up the food supply during the war.

The members of this committee and the executive committee of the association fully realize what it would mean to this country and to the Allies should there be any lack of crops or lack of food supply in the event that there was not an adequate supply of farm machinery. Inasmuch as the Government was requiring all materials needed for war purposes, particularly iron and steel, it became necessary for this industry to be alert and active in its efforts to get its share of the materials.



GEORGE A. RANNEY

Now President of the National Implement & Vehicle Association.

mittee's name was changed to the Farm Implements Committee and its duties were expanded to represent the entire industry, whether members of the National Implement and Vehicle Association or not. This committee was the first committee that called on the War Industries Board and was the first committee recognized by the priorities division of this board.

It has been in close, constant touch with the War Industries Board, and with the industry throughout the war, and is being continued for the present, at least until peace is formally declared by the President. It is working with the various Government departments in any way that it can render assistance to the Government and to the industry.

When the Government placed the farm operating equipment industry under Government control, through the passage of the Food Bill, this committee served as the point of con-



W. H. STACKHOUSE

The War Emergency Committee as originally organized consisted of—

C. S. BRANTINGHAM, president Emerson-Brantingham Co.

GEORGE N. PEEK, vice-president, Deere & Co.

GEORGE A. RANNEY, secretary and treasurer International Harvester Co.

W. H. STACKHOUSE, general manager French & Hecht.

H. M. WALLIS, president J. I. Case Plow Works.

Later, George N. Peek responded to a request that he go to Washington and take part in the activities of the War Industries Board. His place was filled by Floyd R. Todd, vice-president, Deere & Co.

At the request of the priorities committee of the War Industries Board, which recognized the importance of a committee from this industry, the com-



C. S. BRANTINGHAM



H. M. WALLIS

tract from then on between the industry and the Department of Agriculture. This committee has approved all applications for priority assistance granted by the Government to every firm making farm operating equipment. All applications that were sent direct to the Government were first referred to this committee. In recent months it has dealt with all matters pertaining to the distribution of pig iron, insofar as the industry needed assistance.

Judging from the many expressions received from members of the industry, this committee has doubtless aided many manufacturers in keeping their plants in operation, which they possibly could not have done but for the intervention and the activity of such a committee. The Government's demands were so great that it was compelled to



FLOYD R. TODD



deal with committees, rather than individuals.

During the past year the National Chamber of Commerce organized as many industries as possible into the War Service Committee. The Farm Implements Committee affiliated with the National Chamber of Commerce as the War Service Committee of this industry. The Farm Implements Committee during the war met every week in Chicago and endeavored to look after the interests of every manufacturer desiring assistance or information.

It passed on several kinds of priority applications; maintained an office of four and sometimes six clerks. It generally did the things that seemed to be needed to aid the industry. Its members have appeared before dealers' conventions, departments of the Government, manufacturers' meetings and tried to explain the needs of the industry and the ways necessary to hold up the crop production.

This committee is now considering matters pertaining to reconstruction problems, and a similar committee will

probably be continued to work with other bodies on questions of national importance. The relations of the industry with the committee have been most cordial throughout, and the committee appreciates greatly the confidence reposed in it by the manufacturer and the assistance that has been rendered at all times; also the cooperation and assistance of the trade and farm papers, which have cheerfully given publicity to all notices that it was desired by the committee to send out.

## What Some of the Others of the Industry Have Done

### Many Individuals, Prominent in the Trade, Contributed Their Talents to the Winning of the War

#### Allen H. Head.

Allen H. Head, chief of the control department, Bureau of Aircraft Production, War Department, before he entered Uncle Sam's service was superintendent in charge of operation and production at the plow plant of Deere & Co., Moline, Ill. Prior to April, 1906, he had been factory superintendent for the Rock Island Plow Co., Rock Island, Ill.

During 1914, 1915 and 1916 Deere & Co. were active in the production of hospital and medical corps equipment for the Allies, building large quantities of ambulances, baggage wagons, stretcher carts, etc. In this line of work Mr. Head acquired a great deal of valuable manufacturing experience which he was later enabled to turn to good account after the United States entered the struggle.

The production of airplanes was originally placed in charge of the Signal Corps of the Army and eventually there was organized within the Signal Corps the Equipment Division, which had full supervision of the production of airplanes, balloons and, in fact, all air activities. In May of 1918, air service activities were completely divorced from the Signal Corps and there was organized the Bureau of Aircraft Production and the Division of Military Aeronautics, the former having full charge of manufacture and production and the latter assuming charge of flying activities and the training of personnel for our overseas Army.

Early in the production period it was found necessary and advisable to separate the various ordnance, instrument and engine equipment from the production of the plane itself, the latter being handled by the plane manu-

facturer and the former purchased and provided by the Government and delivered to the plane manufacturer for mounting on planes. The necessity arose from the fact that there were no production facilities for this miscellaneous equipment sufficient to meet the demands, and additional facilities had to be developed. Very careful allocation had to be made of this production in order to meet plane production requirements.

#### Many Plants Made Planes.

On May 15, 1918, the situation had developed the immediate need of a man experienced on production and general operating methods and a call was extended which Mr. Head accepted on May 20, at which time he entered the service to organize and maintain a production control department, the primary functions of which were to arrange and supervise production of Government purchased units used on airplanes and allocate and distribute this production in coordination with the production reports and forecasts of production and to issue programs on which all various departments of the production division operated and in a broad way to relieve the production manager and executive officer of the important production control affairs, centering these in a single office where control of activities could be handled in a uniform and coordinated way.

There were many plants engaged in the production of planes, but many more working upon the various Government purchased equipment and it was essential that the production of both be carried on not only at a uniform rate, but in sufficient quantity to meet requirements of the overseas Army and for training purposes at home. The problem was further com-

plicated by the frequent change in design, both of planes and equipment, and the placing in manufacture of complete new types on which production had to be started without delay.

The immediate problem was to build up an organization from new and untried personnel with which to handle the various functions of the department. Numbers were available, but experience was scarce, and those handling the work required courage of conviction to get into action quickly and there were many days which were far darker than any of those ever known in the implement industry, days when it would appear that the production of airplanes in quantity would never be accomplished, but like all other problems, it was worked out and the result is now generally known by the public.

It is Mr. Head's intention to return to the implement industry upon completion of his work in Washington. Production of airplanes is still being carried on to a limited extent and there are many questions still to be settled before he can feel that the task is performed and fully completed.

#### George R. James.

The duties of George R. James, James & Graham Wagon Co., Memphis, Tenn., serving on the staff of the War Industries Board as chief of Cotton and Cotton Linter Section have been mostly confined to the securing of adequate supplies of linters used as cellulose material, which is the basis of smokeless powder. The situation surrounding this commodity when Mr. James went to Washington last March was somewhat chaotic, and the United States and Allied Governments were confronted by a very serious shortage



in this very necessary material. However, through the hearty cooperation of the cotton seed crushing industry with the section, the production of linters was greatly increased, notwithstanding the fact that the price was fixed at a comparatively low figure under the existing circumstances surrounding the demand for cotton linters.

Necessarily something of a hardship was caused the mattress and bedding industries in that it became necessary to promulgate rules and regulations regarding the sale and use of cotton linters by any other person, or industry, than the production of powder for the Government.

The bedding and mattress industries cooperated with a one hundred percent efficiency, and it was largely due to the fact that these industries so patriotically sacrificed their own interests that we were able to secure sufficient material to keep



GEORGE R. JAMES

up the program of powder manufacturing up to the signing of the armistice.

At the present moment the section is working night and day in an endeavor to formulate plans whereby these industries can be released from all restrictions with a stabilized market for the commodity, in order that both the industry and the labor employed therein may be taken care of in a just and equitable manner, going back to a non-war basis with as little discomfort and loss as may be possible.

#### Colonel Fred S. Glover.

In December, 1917, Colonel Fred S. Glover, then vice-president of the Emerson-Brantingham Implement Co., Rockford, Ill., received a commission as major in the ordnance department of the Army. He was appointed assistant to Lieutenant-Colonel Alden in the procurement division.

Five months later he was commissioned a colonel in the quarter-

master corps and was appointed chief of the motor transport service. The following September he was



COLONEL FRED S. GLOVER

made chief of the motors and vehicles division, in charge of purchase, storage and traffic. This position he now holds. His work consists of the purchase, production, inspection and acceptance of all motor equipment of the Army, including trucks, automobiles, motorcycles, bicycles and trailers.

#### Lieutenant-Colonel G. W. Mixter.

In the latter part of June, 1917, G. W. Mixter, then vice-president of Deere & Co., Moline, Ill., was asked to undertake the organization of the Aircraft Inspection Force. Within a week's time he closed his desk at Moline and became connected with the then Aircraft Engineering Division of the Signal Corps. The work of this division was later taken over by the Equipment Division of the Signal Corps, headed by Colonel Deeds. This later became the Bureau of Aircraft Production, under John D. Ryan.

Mr. Mixter was, in August, 1917, commissioned major in the Regular Army, and continued in charge of inspection until reorganization of the aircraft service. Shortly after the organization of the Bureau of Aircraft Production under Mr. Ryan, Major Mixter was made Production Manager and commissioned lieutenant-colonel in the Regular Army.

At the time of the signing of the armistice there had been shipped 700 kite balloons, more than 12,000 airplanes and more than 30,000 aviation engines of more than 7,800,000 total horsepower, and the triumph of the American built machines paid no small part in the results obtained by the Expeditionary Forces in October.

In the organization of the inspection work, Lieutenant-Colonel Mixter was obliged to provide an organization to handle work at something over 1,000

separate manufacturing plants. The report of Judge Hughes indicated that in one of these plants Lieutenant-Colonel Mixter unwittingly held preferred stock to pay him a maximum possible dividend of \$175 per year. Judge Hughes considered this a technical violation of the law and recommended prosecution. Shortly thereafter, Attorney General Gregory presented the matter to President Wilson and President Wilson promptly and completely exonerated Lieutenant-Colonel Mixter from any blame or criticism in the matter whatever and expressed appreciation of the disinterested and efficient services rendered to the Government.

#### Had Sold Stock in Question.

It is to be noted that Judge Hughes failed to state the fact that Lieutenant-Colonel Mixter had sold the stock in question before allotting any business to the Curtiss Company, and further,



LIEUTENANT-COLONEL G. W. MIXTER

that Lieutenant-Colonel Mixter had never had any financial transactions with the Curtiss company and had never conducted for the Government any financial transactions with the Curtiss company.

It appears that the report of Judge Hughes failed to plainly state to the country that there was no dishonesty in the air program, preferring rather to implicate four officers in technicalities, from which they have since been completely exonerated.

From the very first, Lieutenant-Colonel Mixter planned his organization on a decentralized basis, resulting probably from his acquaintance with widespread and decentralized implement organizations. In fact, the district offices of the Signal Corps, later the district offices of the Bureau of Aircraft Production, were parallels to the great John Deere selling organization. Each organization completely independent in

(Continued on page 36)



# Organized Dealers Sprang Loyally to the Fore

## Work of the National Federation of Implement and Vehicle Dealers' Associations

By Herbert J. Hodge

Secretary N. F. I. & V. D. A.



T. J. TURLEY  
President

THE efforts of the National Federation of Implement and Vehicle Dealers' Associations to assist in the work of winning the war were chiefly in the direction of trying to prevent a food shortage. Our relation to the producer made it apparent that this was the service we were in the best position to render.

Very soon after a state of war was declared to exist C. M. Johnson, then president, telegraphed Secretary Houston, who was at the time in conference in St. Louis with the heads of agricultural colleges and experts from every agricultural section of the United States, the following message:

"The National Federation of Implement and Vehicle Dealers' Associations offers cooperation and support. The members of our constituent associations, being closely in touch with the farmer and with crop conditions, are prepared to give valuable assistance. Consider us in close cooperation with your department and use us in any emergency. We shall be glad to do our part."

Shortly after this there was received a request from Secretary Redfield of the Department of Commerce that all of our constituent associations cooperate with the Department of Agriculture in its campaign to increase the crops of the country. This request was complied with and the request taken up with each individual member.

### Helped Boys to Help Farmers.

Agricultural extension committees were appointed whose duty it was to cooperate with agricultural colleges and high school boards in an effort to educate the young men who had no farm experience in the fundamentals of farm work. They were taken to nearby farms and taught how to harness the horses and milk the cows; and

to the implement stores and taught how to handle plows, cultivators and other farm tools, so that during the vacation periods they could render real service to the farmer and thus help to relieve the labor shortage. This was a real service and commended by the state agricultural departments.

In May, 1917, the officials of the National and of the Eastern Federations of dealers' associations were called into conference in Chicago with the officials of the National Implement and Vehicle Association. At this conference it developed that the manufacturers were experiencing difficulty in getting materials to enable them to fill orders for implements. Notwithstanding their efforts, the situation was growing steadily worse and the assistance of the dealers was asked because of their intimate knowledge of the conditions.

The officials of the dealers' federations telegraphed to the Secretary of Agriculture urging that such action be taken as would place the implement industry on the preferred list, basing its request upon the facts that, as distributors the dealers knew that the equipment then on the farms was more nearly worn out than for many years and should be replaced by more labor saving kinds; also that the shortage of farm labor made this necessary. Furthermore, the stocks in dealers' hands were inadequate to meet the requirements.

### And the Dealers Responded.

Appeals were then sent to association members to write their congressmen, asking that they use their influence to the end that the implement manufacturers get the amount of steel needed. Besides this, they were asked to have the editors of their local papers bring the situation to the attention of their readers. To these requests there was a ready response on the part of dealers, which no doubt had due influence. At any rate the dealers did their part, and that right well.

One of the important undertakings by the National Federation was conducting with marked success a National Implement Inspection and Repair Week. Realizing that if maximum crops were to be raised, all farm machinery must be put in good repair so as to avoid delays in the field, the week of March 4 to 9, 1918, was se-



HERBERT J. HODGE  
Secretary

lected as the week when farmers would be asked to place their repair orders. Immediately the cooperation of the implement trade papers, farm papers, agricultural colleges, state agricultural departments and farm bureaus was asked and readily granted.

The dealers were urged to push the propaganda and they did so vigorously, distributing thousands of circulars and inserting in the local papers advertisements prepared by the Federation. That this movement was a success is evidenced by the eagerness displayed by the manufacturers who are in the best position to know what the increase in volume of orders was, to have National Repair Week made a permanent annual affair. Doubtless the farmers' preparedness induced by the dealers' persuasive efforts, helped to save many bushels of grain which in turn helped to win the war.

### Ready for Soldiers' Return.

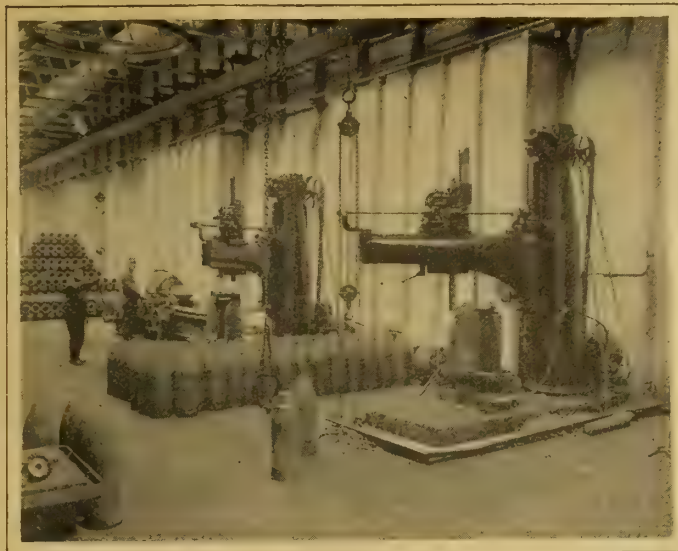
Word has been sent to 4,700 former employes of the International Harvester Co. that on their return from service their jobs await them, with all the advantages of pensions and profit-sharing as if they had been continuously employed.

In making this announcement today, Joseph Badenoch, chairman of the Chicago Community Labor Board, said similar action was being taken by other manufacturing concerns.

The oldest son of J. W. Dellinger, of the Farmers' Hardware and Implement Co., Gotebo, Okla., was killed in action in France. The death occurred Oct. 2, but the family did not receive word until Dec. 7.



# How One Factory Responded to the Government's Need



At Its Country's Call An Iowa Tractor Plant Has Manufactured Immense Quantities of War Materials.

By W. E. Dodge

ADMITTEDLY nearly every one outside of Iowa thinks of the Hawkeye State as devoted to "hogs and hominy," with great fields of waving grain and green pastures covered with fat cattle. This is true for the reason that Iowa's predominating industry is agriculture and things kindred.

Without wishing to minimize this great industry which has made Iowa the richest-per-capita state in the Union, where one out of every seven of its population owns an automobile, and an illiterate person is so rare as to be a novelty, we should like to present for a moment's consideration, the Hart-Parr Co. of Charles City, whose officers from the very beginning of the world conflict became deeply interested in the production of war material.

Having a large and well equipped plant at their command, filled with skilled artisans and capable departmental directors, the directing forces of the Hart-Parr company have, during the last four years, manufactured millions of dollars worth of steel shells for the Allies, steering and hoisting engines for the merchant marine, cast steel wheels for the army trucks, gun mounts for the Navy, sprocket wheels for auto truck makers and have recently, within their own sphere, threshed out the difficulties incident to making the semi-steel cast shell, which was attracting the attention of the country at the time the armistice was signed.

In this connection let it be noted that the Hart-Parr company was awarded a contract for the production of a mil-

lion or more dollars worth of these semi-steel shells by the United States Government on the strength of its previously demonstrated production ability. The closing of the war will, however, in all probability terminate shell making both here and elsewhere.

This gigantic amount of war material, made possible by men with a vision, possessed of stout hearts and a desire to work, was produced in Charles City, snugly and beautifully ensconced in the northeast corner of land locked Iowa, far removed from the beaten paths made by the iron and steel industry and without the smoky haze of the fiery furnaces incident to Pittsburgh.

## Steel Shells for the Allies.

Charles W. Hart, then president of the Hart-Parr company, admitted pioneers of the tractor industry, was the first man west of Chicago to enter the lists in the manufacture of the 9-inch steel shells for the Allied governments. Mr. Hart spent several months, driving by automobile over the eastern states, closely studying manufacturing methods. He returned to build a fine drop forging plant of his own design out of which was to come the blanks to fill the shell contract secured after weeks of weary waiting in the New York office of Pierpont Morgan. Mr. Stettinius, who had just come over from the Diamond Match Co., had the placing of this contract. The wonderful lathes, shown else-

where, used in the production of this shell order were home made and later turned to excellent account in machining thousands of steel truck wheels.

Shortly after the United States joined in the world war the shortage of shipping to Europe became a serious problem. Through Government activities the Hyde Windlass Co. of Bath, Me., became interested in the manufacture of deck machinery for the proposed wooden ships. R. E. Ross, president, and F. L. Andrews, general manager of the corporation, began a tour of the country to find plants that could and would assist them in this production. One day, staggering under a load of plans and blue prints, they arrived in Charles City and called at the Hart-Parr plant. They were shown over the works and almost at once were convinced that the splendid equipment and modern facilities afforded here were especially well fitted for steering and hoisting engine production.

From that day to this the manufacture of marine equipment here has progressed at a steady pace. A number of these engines are yet to be built to complete ships now in course of construction at tide water. All this has been successfully done far inland and off the beaten trail where the salt sea breeze becomes so laden, enroute, with the smell of corn pollen that it loses its identity.

## Assisted Ammunition Truck Builders.

The Hart-Parr company, as a tractor builder, has for years been interested in wheels. After the big open hearth steel foundry was erected the



company began to build steel wheels of many sizes and types. It was quite natural, therefore, when the truck manufacturers were asked to produce on a greatly extended scale for war purpose, that they should turn to the Hart-Parr company for help. They were not disappointed and thousands of Four Wheel Drive, Nash, Hudson, Paige and National trucks today, both at home and in France and Belgium, are equipped with those wheels.

At the Government's request the Hart-Parr company interested the Bettendorf Co. of Davenport, Ia., in the steel wheel business. Factory and foundry superintendents were sent to Davenport where all phases of the wheel industry were taught the Bettendorf people. Later Bettendorf procured from the Hart-Parr company a group of the lathes on which to machine the wheels. Thus another big producer of wheels for ammunition trucks was made in the great battle for war production.

As the Hart-Parr company worked on these wheels opportunity for improvement naturally occurred and W. R. Dray, general manager, developed a new type which was under test and doing well when the armistice was signed.

### Helped Destroy Hun Subs.

Although slowed up by the war, the tire manufacturers have been developing the giant pneumatic for motor trucks in sizes as large as 12 inches. Tires of this size demand a cast steel wheel, and true to form, the Hart-Parr company, with the years of accumulated experience in the making of cast steel wheels, threw their energies on the design and production of these almost unbreakable cast steel wheels.

Probably the most difficult steel

## Part of the Record

### Thirty Implement manufacturing companies gave the services of 63 individuals to the Government during the war.

castings ever given to foundrymen are the gun mounts for the 4-inch Navy guns. These mounts consist of a conical stand and a carriage with supporting arms and a slide to provide for the recoil of the gun. These steel castings must be perfect—combined with very great strength. In order to obtain such a combination every casting must be heat treated and tested. Foundry after foundry found that the work was too difficult for them and only a few companies in the Middle West were able to meet the Government's specifications.

The difficulties and obstacles which the Hart-Parr company overcame in meeting the Government's requirements may be better imagined than described. At the war's end eight tons a week of these gun mounts alone were being turned out. No better quality of steel castings were being produced anywhere in the United States.

Much has been written about the semi-steel shell of France. Semi-steel is nothing but cast iron with, as the foundrymen say, "a horseshoe thrown into the cupola" to produce a high percentage of steel in the mixture.

Steel soon became as scarce in this country as it was in France and extensive experiments carried on de-

veloped the fact that cast iron shells, with a percentage of steel, were practicable. The Hart-Parr company was the first in Iowa to take up the experiment and was assisted in the work by faculty members of the state college at Ames, Ia. No attempt was made to secure an order at this time but every avenue of information regarding these shells was sought out, the American Radiator plants being the best sources.

In less than a month satisfactory semi-steel shells, meeting Government requirements, were being produced and an order for sixty tons of shells a day had been received from the Ordnance Department.

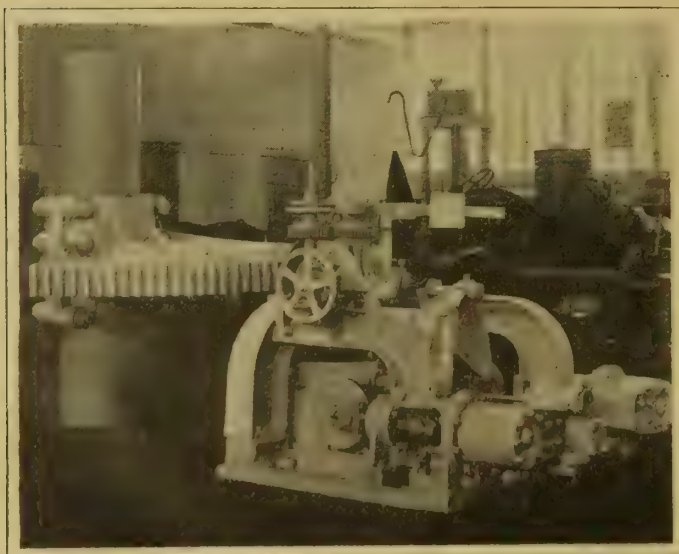
### Pioneers of the Tractor Industry.

This story could not well be brought to a close without some mention being made of the gas tractors which have caused the name "Hart-Parr" to become known in nearly every agricultural country under the sun.

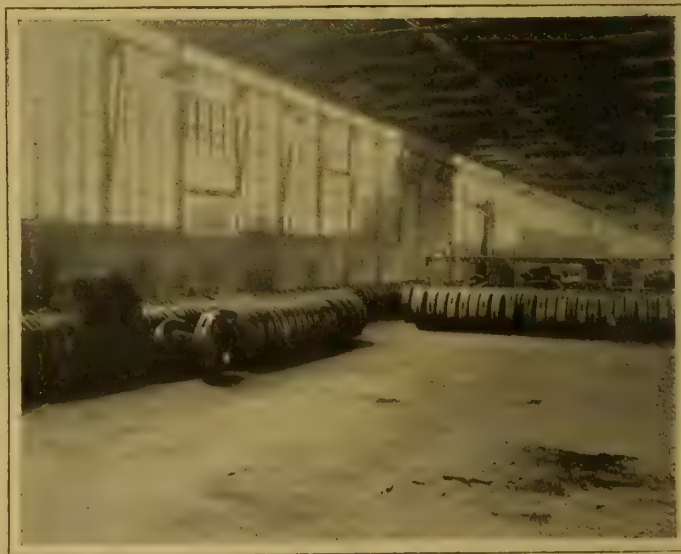
Following the large type of engine which was necessary in breaking up the virgin prairies of the West, came the demand for the small tractor pulling three plows, and adapted to medium sized farm conditions. After careful study a tractor to meet the following specifications was brought out: To easily pull three plows; to burn kerosene; to run on four wheels and steer like an automobile and to have all its parts readily accessible.

The result was the New Hart-Parr. It met with an immediate and cordial reception, especially from those farmers who had previously run tractors and from whom have come many purchases during the war.

Conrad S. Vojta, implement dealer of Silver Lake, Minn., died recently from influenza.



THIS BECAME THE STEERING ENGINE IN ONE OF THE U. S. SHIPS



PART OF A BIG ORDER FOR TRUCK WHEELS READY FOR SHIPMENT



# What the N. I. & V. A. Did for Its Country

CHICAGO, ILL.—To the Implement and Tractor Trade Journal:

There were many factors of importance in the work of winning the war, so correlated as to form a strong chain which held while our boys in khaki and blue drove the enemy to surrender. Next to our fighting forces, industrial organization was the power that made such progress possible, which our Secretary of War gratefully acknowledges.

Our country was indeed fortunate in finding in this crisis so many divisions of industry organized and to have hundreds and thousands of business men step forward and volunteer their services to build and operate that powerful war agency known as the War Industries Board, which directed business in essential channels throughout the war.

This is no time for boasting, nor taking any of the laurels from those who did their "bit" in full measure, but since you ask concerning the National Implement and Vehicle Association, I am in duty bound to tell you how this organization, representing the makers of food producing equipment, performed their part, for through its activities very largely the machinery of providing more food, through greater crops, was set in motion.

## Services Offered to the President.

Immediately following the declaration of war our executive committee, in behalf of the association, tendered its services to President Wilson without reserve, and awaited his orders. Then began at Washington the rush and hurry to create agencies that would facilitate the work of the War Department in equipping its forces for action.

The agencies then existing at Washington were found to be wholly inadequate for the stupendous task and men were called from various industries to assist the National Council of Defense in its task. Much confusion attended these early efforts, because many excellent men, called to take charge of divisions dealing with a number of industries, lacked practical knowledge of them.

Then it was that our association executives, realizing the vital relations of farm operating equipment to food production, created a War Emergency Committee of five, who went immediately to Washington to inform the various agencies there of this situation and to ask their cooperation in seeing that the industry did not lack mate-

By E. W. McCullough



Secretary and General Manager, National Implement & Vehicle Association

rials, and that it be give an opportunity to perform its important part.

It would be a long story to tell of the months of effort this required, for there are many in high places who still regard agriculture as a primitive art, but the committee succeeded and the priorities committee of the War Industries Board, realizing the need of expert assistance in administering priority as to materials, selected a special committee to represent our industry.

## Personnel of the Committee.

This committee, now well known through its labors, consisted of Messrs. C. S. Brantingham, George A. Ranney, H. M. Wallis, G. N. Peek and W. H. Stackhouse. Mr. Peek later became Mr. Baruch's assistant on the War Industries Board and was succeeded by Floyd R. Todd.

The committee was then renamed the Farm Implements Committee and all during the war period has handled every application for priority of materials for the industry involving endless labor. Its work also in expediting shipments of materials has been an invaluable aid to manufacturers. It was also through its efforts that implement makers secured a priority listing which placed them next to railroad and munitions in material preference. W. J. Evans, our able traffic manager, served as secretary of the committee, and he and his assistants prepared the huge volume of matters for weekly attention by the committee.

Again, early in our war preparations, the Quartermaster's Department asked

the association, through its Farm Wagon Department, to call together the wagon manufacturers of the country, in order that the need for Army transport wagons, combat wagons, water carts and other horse-drawn equipment might be satisfied in the shortest possible time.

## Response Was Instantaneous.

The call was made and instantly responded to by the manufacturers in a most patriotic way. Orders were accepted and work started in an incredibly short time, which eventually absorbed fully seventy-five percent of the manufacturing capacity of these plants, leaving but twenty-five percent for their regular or home trade. Yet they carried on, and there never was a shortage of war wagons.

The committee whose able work made this wagon program successful, consisted of E. E. Parsonage, A. B. Thielens, R. V. Board, R. W. Lea, H. J. McCullough and T. A. White. Messrs. Parsonage and Lea were later drafted into other war service.

Then came the request of the conservation division to the industry through the association to aid in saving materials, labor, and transportation by standardizing and eliminating all variety of equipment possible. This meant the saving of thousands of tons of steel and other materials and the conservation of man-power. It also kept off the railroads a variety of sizes and kinds of equipment which might have been carried in warehouses in various parts of the country indefinitely.

Meetings, called by the association, of many divisions of our industry met hearty response, and by majority action eliminations were made that not only helped our Government in time of need, but will be worth an untold amount to the manufacturer, jobber and dealer, as they have since determined to continue them indefinitely since the close of the war. The machinery of the general offices was used in the conduct of this work, and the arduous details were worked out under the direction of H. J. Sameit and W. J. Roseberry.

## When Victory Came.

The last request of the War Industries Board, through its priorities committee, was that the industry contribute from its needs 500,000 tons of steel and iron in various forms, in order that an equal tonnage of ships might

(Continued on page 42-h)



# Operations of the War Industries Board

**W**HEN our country entered the war, it was necessary to have the efficient co-ordination of industries and transportation to meet military requirements. The activities of the War Industries Board have naturally fallen into certain well-defined groups: Priorities, curtailments, conservation, price fixing, and advice respecting Government contracts.

The work of priorities may be said to have been divided into two general classes:

(1) Distribution of production where the supply was less than the demand, to the end that demands might be met in the order of their urgency.

(2) Curtailment, through substitution or otherwise, of non-war demands in order to meet required production of war needs.

The paramount purpose of priorities suggested by the Priorities Commissioner, Judge Edwin B. Parker, was "The selective mobilization of the products of the soil, mines and factories for direct and indirect war needs, in such a way as would most effectually contribute to winning the war." This involved not only that priority assistance should be extended for direct war needs, but that such assistance should be accorded to indirect war needs and to essential civilian requirements, so that they also, where necessary, could increase or maintain their production. This necessarily relegated to the bottom of the waiting list, all projects which did not directly or indirectly so contribute.

The Priorities Committee regulated priority in production where the supply was not equal to the demand, rating requirements in accordance with their relative urgency. The test which the Priorities Committee applied to each application was "To what extent, if at all, will the granting of this application contribute directly or indirectly to winning the war; and if at all, how urgent is the need."

## The Preference List.

The Priorities Division found it necessary to establish a preference list for the guidance of all Governmental agencies and all others interested in the production and supply of fuel and electrical energy, the supply of labor, and the supply of transportation service by rail, water, pipe lines, or otherwise, insofar as such service contributed to the production of finished products. The preference list classified industries and plants and had the practical effect of allocating to the

By George N. Peek



Acting Vice-Chairman, War Industries Board

war industries their fuel and electrical energy where the demand exceeded the supply.

Likewise, through the activities of the Labor Priorities Section of the Priorities Division, suggestions with reference to priorities in labor were given to the various Governmental agencies interested in the allocation of labor and in draft exemption and deferment, so that, to as large an extent as possible, industries engaged in war work might have their supply of labor maintained.

In pursuit of the policy of the War Industries Board to discourage the utilization of capital, labor, material, transportation, fuel, and facilities, for purposes not necessary in winning the war, or for the maintenance of the civilian population, the Non-War Construction Section of the Priorities Division strictly regulated and limited the types of non-war construction which might be engaged in during the period of the emergency.

Likewise, the Priorities Division provided for certain curtailments of the production of commodities regarded as of less essentiality, to the end that the plants engaged in their production, together with the material and labor employed, could be utilized in the fullest extent toward increasing the production of products regarded as more essential to the winning of the war.

## Eliminated Priorities.

The need for priority assistance to war industries, and the necessity for curtailments and restrictions, have to a large extent now passed. Therefore,

priorities as administered through the Priorities Committee have largely been eliminated, all outstanding priorities being cancelled, except those for the Navy, the Emergency Fleet Corporation, railroads, telegraph companies, and telephone companies, and all further use of automatic priorities being entirely done away with. The preference list has been entirely abandoned. All restrictions on new construction have been revoked.

Upon the signing of the armistice a telegram was sent by the War Industries Board to all industries which had been restricted in their production or distribution, owing to the necessities of war, that such curtailments were immediately released to the extent of 50 percent of the original amount. Since that time the commodity chiefs of the War Industries Board have been conferring with their respective industries as rapidly as possible and most of the remaining restrictions have been removed. Where any industries are still operating under orders curtailing production or distribution, they have been communicated with for the purpose of ascertaining their views on the question of the immediate lifting of all existing curtailments and restrictions. It is the purpose of the War Industries Board to release such remaining restrictions as soon as it can do so in the public interest and in fairness to the industries involved. The date will be determined in conference between the industries and the War Industries Board, but it is not expected that any will hold over after Jan. 1.

The Conservation Division was established to carry out the function expressed by the President in his letter as the "studious conservation of resources and facilities by means of scientific, industrial and commercial economies," to meet war requirements.

It was clearly evident that to equip and maintain an Army, a Navy, and an Emergency Fleet as great as had been decided upon, an additional burden would be laid upon the resources of the country that could not be borne without widespread readjustment. The war program was so large that it was obviously necessary to bring about economy in the use of nearly all of the basic materials. Materials, equipment, labor and capital had to be released from our ordinary industrial activities. This was the task of the Conservation Division. The plans that were worked out with the assistance of the business men themselves and put into effect in many industries were all adjusted.



# Many Manufacturers Answered the Summons

Implement-Making Companies and Their Employes "Got Right Into the Collar" When the Call for National Teamwork Was Sounded

## Made Tractors for War Use

Vice-President Gave Services in the Ordnance Department.

PRACTICALLY all of the material furnished in the war by the Cleveland Tractor Co., Cleveland, O., consisted of the standard type of Cleveland tractor with certain modifications in some instances.

These tractors were used for various purposes such as hauling materials in the building of cantonments, handling engineer pontoon train equipment, handling surf boat wagon operations, transferring materials in motor repair base shops and in aircraft production centers, both in this country and overseas. They were used in handling sea planes at the naval air stations, handling guns at the various grounds, and other purposes.

Out of between 800 and 1,000 employes, more than 200 were called into army and navy service. A. F. Knobloch, vice president and works manager of the Cleveland Tractor Co., was appointed assistant to L. J. Horowitz in the Ordnance Department. In this work Mr. Knobloch had supervision of the production of tanks for use in the armies of Europe.

## Men in the Service—659

And the Officials Have Worked Closely With the Government.

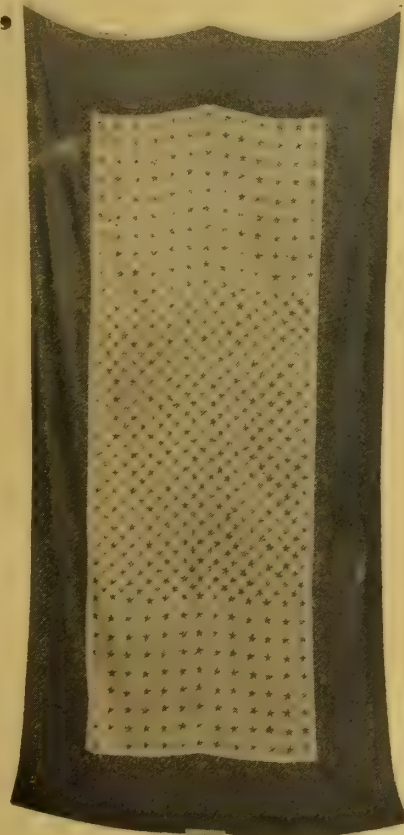
ON the service flag of the Emerson Brantingham Implement Co., Rockford, Ill., were, at the latest count, 659 stars—one golden. Nothing much more significant than that could be said about the war record of this organization.

Nevertheless, it should be stated that Charles S. Brantingham, president of the company, as chief last year of the National Implement and Vehicle Association and chairman of the Implements Committee of the War Industries Board, gave a high order of service to his country that could scarcely be overestimated.

Moreover, Colonel Fred S. Glover, vice-president of the company, has been an efficient factor in the ordnance department of the army for a

year. Among other E.-B. men serving Uncle Sam is Captain Elmer G. Lindroth of Company K, 129th Infantry, now in France. Captain Lindroth is one of four brothers, all of whom are with the colors.

In considering the stars on the E.-B. service flag, it should be borne in mind that the total number of employes with the company is about four thousand. Thus, more than one-seventh of the whole organization responded to the great call for men.



THIS IS JUST ONE OF THE INDUSTRY'S SERVICE FLAGS

As chairman of the Farm Implements Committee, President Brantingham spent about a week of each month during the war in Washington. In addition, he has attended many conferences of the committee in Chicago and has represented the industry in governmental circles in a way that entitles him to the gratitude of every arm of the farm equipment business. His work has principally dealt with questions concerning the relations between the industry and the Department of Agriculture.

## Helped Get \$58,000,000

J. D. Oliver Directed the Indiana War Savings Stamp Drive.

THE Oliver Chilled Plow Works, South Bend, Ind., did its best to build plows and kindred implements that would keep the army of farmers fully equipped for plowing the ground and cultivating the crops, so vitally necessary for the winning of the war.

J. D. Oliver, president of the Oliver Chilled Plow Works, spent almost his entire time in helping to raise war revenue. He was in charge of the Indiana War Savings Stamp organization, and raised the enormous sum of \$58,000,000, a quarter at a time. Mr. Oliver visited every county in the state waging and directing the campaign.

The employes of the Oliver Chilled Plow Works purchased in war savings stamps \$145,508 and in Liberty Bonds \$473,650, which amounts show the grade of their loyalty to the country. A large percentage of employes are in the service.

## Give Eight of Their Men

Employes Registered One Hundred Percent in Every War Campaign.

WHEN the war call came the Turner Mfg. Co., Port Washington, Wis., responded with an enlistment of eight men. Its subscriptions to all of the four Liberty Loans were 100 percent. In addition to this all of the good causes were aided and liberal subscriptions were made to the Red Cross, War Savings, Thrift Stamps and Y. M. C. A. campaigns.

The company also was of great assistance to the farmers in and around the factory. A great many of these farms were short of labor for the reason of the sons and help having joined the colors. Due to the dry fall they were unable to plow with their horses and get the work finished in any kind of time. The company offered to plow the farmers' land at a nominal cost and in this manner materially aided a great many of the farmers to get their work finished.



## Employees Gave Generously

**Directors and Officials Were Large Subscribers in All War Funds.**

THE La Crosse Tractor Co., La Crosse, Wis., gave 92 men to the service out of its factory and office force. Two of these are officers, First Lieutenant Charles McGonigal and Sergeant A. Verket.

In the second Liberty Loan the organization raised a quota of \$75,000. In the War Savings Stamps drive the employes' subscriptions totaled \$22,000. The other drives were not handled individually by the company but a patriotic showing was made in all of them. Both the directors and officers and the employes were generous subscribers.

## On War Work Three Months

**Has Turned Out Large Orders of Escort Wheels for Government.**

THE Keller Mfg. Co., Minneapolis, Minn., turned out 7,500 escort wheels for the Government and has an order for 1,000 escort wagons in process of construction, which were to be completed by next June. Only a small part of these are shipped. The company has been running its entire plant on Government work for the past three months.

## Gave Ten Men to Service

**Firm Also Devoted Most of Output to Government Orders.**

TEN of the force of the Champion Potato Machinery Co., Hammond, Ind., entered the fighting force of the United States. The foundry department worked on indirect war contracts, producing castings for ammunition and guns as well as motor traffic material to an extent

approximating 95 percent of the output.

In the potato machinery department the company manufactured transportation busses for the transportation of war workers to and from one of the local Government plants.

## Contributed Men and Money

**One Employee Died in Service and Several Were Wounded.**

THE Appleton Mfg. Co., Batavia, Ill., followed the Government's instructions to keep up its work of producing farm implements in the largest quantity possible. The company and its employes subscribed for about \$50,000 of the different issues of Liberty Bonds, and became members of the Maximum War Savings Club. Between fifty and sixty employes entered the service, several were wounded at the front, and there is one gold star on the Appleton service flag. The company has announced that as fast as the men return they will be given their former positions.

## A Hundred Percent Firm

**Only Two Exemption Claims Were Made in Entire Force.**

On all four Liberty Loans, the Aultman & Taylor Machinery Co., Mansfield, O., went over the top with a 100 percent record. In the County War Chest drive, the record was 100 percent. The company claimed only two exemptions for men in the entire organization. Several former employes have earned commissions.

The company did not make any munitions of war, but put out quantities of machinery that produced food to feed America and her Allies.

## Long Record in War Work

**One Son of President in Service—The Death of Dean Dempster.**

THE employes of the Dempster Mill Mfg. Co., Beatrice, Neb., always found time to put their shoulders to the wheel when there was any war work to be done. A total of 85 men laid down their work and joined the fighting forces, and today there hangs in the office a service flag with two gold stars. The stars represent Gustav Dresch, who died in camp, and Fred Thober, who died in France. The majority of the Dempster men in service are members of the 134th Infantry, but there is a fair sprinkling of Dempster men in branches of the service in many parts of the world, as, for example, one in Hawaii, one in Vancouver, Wash., one at Fort Benjamin Harrison, and one at Monte Christi, Dominican Republic.

One hundred percent of the Dempster employes on every war drive is the record. When the Liberty Loan drives came there was raised for the first loan, \$3,750, for the second, \$15,000, for the third, \$20,450, and for the fourth \$41,650, or a total of \$80,850. In the last Liberty Loan drive forty of the office girls subscribed something more than \$1,200.

A war savings society sprang up in every department. The girls of the office organized the first of these societies, calling it the All American Society, and others quickly followed.

Clyde B. Dempster, son of C. B. Dempster, president, joined the army as a private, and at Hancock, Ga., made such progress that he was rapidly promoted through the non-commissioned offices and then commissioned a lieutenant.

The most touching feature of all is the death of Dean Dempster, second son of the head of the company. Dean Dempster's greatest desire was to take his place in the fighting ranks, but with one of the boys already in the ranks, it was almost impossible to spare him from the factory, as he was the efficient superintendent of the entire plant. When he could not enter the front ranks, Dean Dempster took a leading part in the organization of the Home Guards. So ardent was his enthusiasm that he insisted in getting up and going to his home guard drill even when he was suffering with an ailment which afterward proved to be influenza. This last trip to the home guard meeting, and the exposure, is thought to have hastened his death a few days later.



BUSSES FOR WAR WORKERS MADE BY THE CHAMPION POTATO MACHINERY CO.



## Huns Couldn't Get 'Em

But They Did Have a Before-the-War Supply of These Tractors.

**H**OLT tractors were being widely used in Europe prior to the war, and Army engineers became convinced that power of this kind would be indispensable in military operations. At the outbreak of the war in 1914, the Central powers endeavored by every means at their command to obtain quantities of Caterpillar tractors from the Peoria plant of the Holt Mfg. Co., but not a single tractor did Holt sell or ship to them. German and Austrian armies did, however, commandeer all the agricultural Caterpillar tractors in those countries, and used them for hauling heavy artillery.

The British war department, being forced to undertake a heavy-gun program, sought the means for towing such heavy guns and found the solution in the Caterpillar tractor—a great many special tests being made in England in the fall of 1914. Since that time the Peoria plant has been very extensively engaged in the supplying of tractors for the military needs of the Allied governments.

Over battlefields torn up by shell fire; through roadless wastes of mud and sand; on every battlefield, from the English Channel to the deserts of Palestine, Caterpillar tractors, built in Peoria, have been towing all the Allied heavy artillery. Their performances have amazed the whole world, for they have literally revolutionized all previous ideas of military transportation.

Long tests made both prior to, and since the entrance of this country into the war, convinced the United States War Department that Caterpillar tractors in great quantities were indispensable; the first completely motorized regiment, equipped in 1916 with Caterpillar tractors, had proved so successful that it was decided to motorize the entire artillery forces.

The Holt plant at Peoria was called upon to double its production and arrangements were made to have these tractors built also by the large automobile companies. Large, new buildings of the most up-to-date type and equipment were erected and the number of workmen in the Peoria plant increased to over 2,500. For months past Caterpillar tractors have been leaving Peoria in long train loads and recently the Government called upon the Holt company to double again its already huge plant.

Work on these new additions, the cost of which will approximate three million dollars, had already started when the armistice was signed.

Not only are these tractors essential for military use, but they are in demand for agricultural and industrial use in every part of the world and with the conclusion of the war, the Holt plant will again be able to turn to supplying such demands for the machines.

The original factory of the Holt Mfg. Co. is in Stockton, Cal., where the business was established a good many years ago by Benjamin Holt, inventor of the Caterpillar tractor and president of the company.

## Gave Life for His Country

Secretary of Firm Was Killed in Action at Chateau Thierry.



LIEUTENANT CARL C. CRAMER

**A** GOLD STAR on the service flag of the Admiral Hay Press Co., Kansas City, Mo., stands for the secretary of the company, Carl C. Cramer, who entered the service and was killed in action at Chateau Thierry. The company gave twelve men in all to the service. Charles L. Cookson, president, Whitney Goit, vice-president, and the other officers, were all active in the patriotic campaigns.

## Another Hundred Per Cent

Company Joined With Others in the Local War Chest Plan.

**T**HE Johnson & Field Mfg. Co., Racine, Wis., played a 100 per cent part in all the war campaigns in the city. It joined the other firms of the city in forming a war chest.

## Active in War Campaigns

Secretary of Company Was Assisted by Employees in Government Duties.

**T**HE secretary and treasurer of the Parlin & Orendorff Co., Canton, Ill., U. G. Orendorff, was at the head of nearly all the war activities for Fulton County, in which the plant is located and under his leadership the Parlin & Orendorff organization assisted in many ways in the various war fund campaigns. The company and its individual members, were heavy subscribers to all the war funds.

Mr. Orendorff was also ranking Government officer in Fulton County for the state council for defense, the Certificates of Indebtedness Organization, and several other Government activities. In all these campaigns he received the co-operation of the P. & O. office force.

## A Crowded Service Flag

Of the Many Employees Who Went Several Made Final Sacrifice.

**T**HE Loudon Machinery Co., Fairfield, Ia., has 64 names on its honor roll, and several of the stars on its service flag are gold ones. The company has endeavored to keep in touch with the boys that have gone to war and expect many of them to return. All the employees were patriotic in every respect in the Liberty Loan campaigns, Red Cross drives, War Saving Stamps purchases, and other war activities.

The company produced a great many thousand feet of track of the Loudon overhead carrying system which were used in the munition plants of the country.

## Supplied the Government

Much of Output Went to Troops—President Gave Services.

**T**HE Beatrice Creamery Co., Chicago, Ill., gave about eighty of its employees to the service, of which a number have been cited for bravery at the front. The president of the company, G. E. Haskell, was at the head of the butter and cheese division of the Federal Food Administration. The company kept its output up to the highest possible point during the war and supplied many hundred thousand pounds of butter to the Government and to the Allies. It played a prominent part in all the war fund campaigns.

(Continued on page 40)



# Implement & Tractor Trade Journal

1886

1918

Formerly the Weekly Implement Trade Journal

Established by

CLIFFORD F. HALL

GEO. F. MASSEY  
EditorHALLEY K. DICKEY  
Tractor Editor

SATURDAY, DECEMBER 28

## AT ATLANTIC CITY

SOME days ago a business man of our acquaintance, whose breakfast, evidently, had not settled well, unburdened himself of this: "It's all right for you trade paper people and convention orators to dilate on the new era that's coming and the introduction of the brotherhood-of-man idea into business, and all that sort of thing, but I'm taking it all with a generous dash of salt. Seems to me competition is going to be just about as keen as ever and business is going to be conducted pretty much as business has always been conducted. You'll have to show me."

All right, Friend Cynic, come with us and attend the Reconstruction Congress of Industrial War Service Committees at Atlantic City. Yes, we know that that great meeting is over, but we can turn to page 32 and succeeding pages of the Implement & Tractor Trade Journal of Dec. 21, and attend just the same. Please observe that the orators did not dominate that historic conference. The work of the congress was done in groups and the findings of each group were concentrated into the most remarkable set of resolutions ever adopted by a business gathering any time, any where.

This was no enthusiastic assembly of settlement workers—although the idealism expressed in some of the recommendations might logically lead one to that conclusion. It was made up of so-called hard-headed business men, representing the most practical and efficient element of American life. Primarily, they were not on altruism bent, though altruism stood out at the meeting with unmistakable conspicuity.

Parts of the report of the meeting read like text-books on the social uplift. Yet, please remember, it was all the outcome of grave deliberations by men who have spent their lives up against the realities.

## A SHAMEFACED ADMISSION

WE wouldn't care, if it could all be kept in the farm equipment family, but this publication is read by some not immediately identified with the industry, and we dislike to admit to them that there is anyone in the retail implement business still unconvinced of the tremendous need for better roads. But the instincts we share with

Jeremiah of old impel us to make an admission. Thus it is with a good deal of pain that we advert to one feature of the recent convention of the Oklahoma Hardware and Implement Association, which was not "played up" in the head-lines.

Some progressive in attendance all innocently proposed that the meeting consider adopting a resolution in favor of the state bond issue for 365-days-a-year highways. Instead of going through with the usual acclaim characteristic of every other trade convention that we know anything about, the proposal met objections. One objector objected that the system of roads contemplated by the bond issue might not enter the counties in which some of the dealers did business. Another gave voice to the extraordinary opinion that dirt roads were pretty fair most of the time, anyhow. The single enthusiast who had broached the subject could only gape in wonderment.

There must be some explanation. The only one we can think of is that the objectors must have been exclusive hardware dealers. That is rough on the hardware trade, we know, but we must squirm out of this uncomfortable fix somehow. At any rate, the farm equipment family is not exactly bursting with pride over this unfortunate manifestation. And it is worth remembering in such a sad hour that 'most everybody has at least a few queer relatives.

## NATIONALITY IN COMMERCE.

IT now looks as if the world is about to enter a period of discussion, negotiation and experiment upon the greatest problem in national and international political economy—a problem that will now be taken up frankly as an international question by some form of "League of Nations," but which has really been a great world-question since about 1840, although it has heretofore been handled mainly by the nations separately, as a matter of national interest. It is the great question of how far nationality counts in the economic relationship of the nations.

"How far nationality counts" can mean several things to several persons. How far nationality has counted, historically, may be of some educational value to know, but the demand will now be for an answer to the question how far nationality ought to count. It becomes then a question of controversy. It has always been a part of the controversy between free trade and protection. Nationality has always held a stronger claim upon some men than upon others as a matter of political policy. There are many others besides typical pacifists who favor in-

ternationalism at the expense of national self-interest, with the political consideration uppermost in their minds. There are both free trade advocates and protectionists who have stood for their beliefs upon the ground of nationalism, thinking that the one or the other was the most constructive national policy. In the main free trade has gone along with internationalism, and protection has been a belief of strong nationalists. Today, in England and in the United States, opinion is dividing on the question of the most practical form of political internationalism: there is a party of free trade advocates who appear to have a program looking to a "League of Nations" which would be practically a "United States of the World," with nationality everywhere submerged, and universal free trade as to them, an essential to world-wide comity. This is the extreme view. All do not go so far, at least for the present, but it is the tendency.

On the other hand, besides the extreme economic nationalists who believe that national interests must be paramount to the point of no compromise at all with political internationalism, there is a great and growing body of opinion which feels that a healthy, sane and permanent internationalism can be found in a "League of Nations" without sacrifice of virile nationality at all, not even to the extent of abolishing protective tariffs or frank governmental discrimination in favor of national interests of any kind. With the war practically at an end, with "Mittel Europa" shattered into a new grouping of independent and strongly race-conscious nations, and a very un-militaristic Germany probable in the future, it seems likely that the best thought of the world will, in the coming decade or two concentrate upon the problem of finding out just what the most natural, and consequently permanent, form of economic nationalism cooperating in friendly economic internationalism should be and is going to be. There is going to be internationalism—constructive, friendly, cooperative formal joining together of the nations. What form will it take ultimately? How far will enlightened self-interest on the part of individual nations, and their political "State Rights" be maintained?

In the United States we have got to the point in the development of general political and even of economic intelligence where we should not divide into political parties over the tariff, or on such questions as this any more. It will obviously be had politics for statesmen to take extreme or theoretical views, for the great body of American people stand very close together.



# And Industry, Too, Must Be Democratized

Vast Change Is Coming In the Relations Between Capital and Labor

THE proceedings of the War Emergency and Reconstruction Conference at Atlantic City reveal, as nothing has revealed before, the vast change that is coming in the relations between capital and labor, says a timely editorial in the New York Mail. Heretofore industry has represented an autocracy. The views expressed by national authorities at Atlantic City indicate that industry is on the way to becoming a democracy. Such a new interpretation of the brotherhood of man is an inevitable result of the triumph of the free nations in a war for the establishment of the principle of the brotherhood of nations.

Among the ten commandments for the industrial world suggested by John D. Rockefeller, Jr., representing the greatest power of capital, brains and enterprise the world has ever seen, occurs this striking recommendation.

## And This From John D., Jr.!

"I believe that every man is entitled to the opportunity of earning a living, to fair wages, to reasonable hours of work and proper working conditions; to a decent home, to the opportunity to learn, to worship and to love, as well as to toil; and that the opportunity rests as heavily upon industry as upon government or society, to see that these conditions and opportunities prevail."

Here is a declaration by a captain of super-industry and super-capital which half a dozen years ago would have sounded like an extract from a Socialist manifesto. "The opportunity to learn, to worship and to love." What is that but the epitome of human aspirations, the sum total of human desires?

At the same conference Henry P. Kendall, chairman of the committee on industrial relations of the Chamber of Commerce of the United States, outlined a platform for the readjustment of American industry to the new conditions of society. Mr. Kendall's platform contained two planks which a short half dozen years ago would have been regarded as revolutionary. One of these planks asserted that "industrial enterprise should be conducted with a view to the greatest opportunity for all concerned."

## How Far We Have Traveled.

The greatest opportunity for all concerned! That means the capitalist, the employer, the worker and the

interest closely concerned but heretofore habitually ignored—the public! A system of industry that conserved all these interests would approach so closely the standards established by the golden rule that the millenium would be assured.



IN most deals, according to the latest quotations on the Happy Valley bourse, one chuckle of good-nature is worth eight snorts of ill-temper.

LET us hope that 1919 will be just as happy as 1918 was scrappy. And while we're on the wire, let us hope again that this beatific state will last at least until 2020.

GUESS who's broken off relations with Germany now. None other than our old friend Spain! We bet the father of the safety-first idea had but a scant notion of how far it would travel.

ONE of our, organizationally speaking, young, literally describing, ladies, asked us what *tout de suite* meant. Out of the depth of our learning we replied that it was French slang for p. d. q.

WALTER BAGEHOT, who, so far as we ever learned, was never actively identified with the farm equipment industry, nevertheless had a practical insight into the troubles of the advertising man. Walter proved it when he wrote: "One of the greatest pains to nature is the pain of a new idea."

MAYOR HYLAN of New York, himself no great exemplar of patriotism, has appointed W. R. Hearst, some months ago the high-priest of pro-Germanism, on committees to receive the battle-scarred Yanks. Can you imagine doing anything to bring down the corners of their mouths more effectively?

HONESTY or recklessness or some other dern-fool attribute has impelled us to editorialize on the failure of a good roads resolution to go through the recent Oklahoma trade convention. Can you blame us for seeking some nice, comfortable neck to weep on—or, on which to weep, just as your degree of rhetorical meticulousness may dictate, question-mark?

MANY persons, addicted to the vice of sentimentality, resort to amusing circumlocutions to prove that it is wrong to hate, however heinous the provocation. We are extremely suspicious of the morals of anyone who professes not to hate the Hun and all his deviltries. "Oh!" exclaims Boshford Bunk, "I abhor the atrocities, of course, but I can't bring myself to hate a human (*sic*) being." The "*sic*" is our own and because of the nausea such arguments engender in the region of our midriff we feel like spelling it "*sick*." Next Sunday we shall expound the text: "How doth the gentle German-hun improve each shining hour? By batting babies' brains *heraus* and making mothers cower."

Another plank, a corollary to this one, provides that "impartial agencies must be set up to interpret and apply agreements and to make prompt and authoritative settlements of differences."

The provisions of this plank would eliminate all labor strife, solves the important question of wages in the scheme of readjustment without a shock to the industrial system of the country and benefit vastly not only capital, not only labor, but that other important party in interest, the general public.

Decidedly, we have traveled far since the beginning of the war to vindicate the freedom of nations. We have gone far in the direction of vindicating the freedom of the individual!

## Manufacturers Back Hoover.

Leading tractor manufacturers held a conference at the LaSalle Hotel, Chicago, Dec. 3, for the purpose of more effectively cooperating with the Food Administration.

Dr. William J. Spillman, editor of the Farm Journal and for seventeen years head of the Farm Management Bureau at Washington, urged the necessity of educating farmers as to the need of continued crop production on a large scale. He also declared that by showing farmers how to use labor-saving farm machinery more days per year, more farmers will use such machinery and crop production will be greatly stimulated.

Ernest I. Mitchell, educational director for the Illinois Food Administration, discussed the relation of tractor manufacturers to the world need for intensified food production.

"With over 300,000,000 people to feed, American farmers must be given every assistance possible by the manufacturers of farm machinery, if we are to make good Hoover's promise of 20,000,000 tons of food by July 1, 1919," said Mr. Mitchell.

A general discussion by the tractor makers followed, during which they outlined a program of a constructive nature. The indiscriminate sale and guarantee of tractors to accomplish any result required, was condemned.

Difficulty in the operation and repair of farm tractors has discouraged large farming projects, so the establishment of a union tractor service, to be maintained jointly by all manufacturers, at convenient points throughout the country, was recommended.



# News of the Industry

## H. F. McCORMICK, PRESIDENT

**Succeeds His Brother Cyrus H., Who Becomes Chairman of the I. H. C. Board.**

Harold F. McCormick has been elected president of the International Harvester Co. to succeed his brother, Cyrus H. McCormick, who becomes chairman of the board. The announcement was made Thursday by George A. Ranney, secretary and treasurer of the organization. Cyrus H. McCormick had been at the head of the International since its formation in 1902.

The new president of the company was graduated from Princeton University in 1895. After leaving school he worked in the various departments of the McCormick Harvesting Machine Co. For two years he was general agent at Council Bluffs. When the International Harvester Co. was organized in 1902 he became its first vice-president. From 1906 until 1918 he was treasurer of the corporation.

## No Income Tax Law Yet.

Congress has not yet passed the 1918 Income Tax Law. The Income Tax Bill has been passed by the House of Representatives, but remains to be acted upon by the Senate. Until the Senate takes some action on the measure it will be impossible to tell the amount of exemption, the rate of taxation or practically anything about the income taxes. The 1917 income taxes were due March 1, 1918, the time on the 1918 taxes will of necessity have to be extended. All forms must be printed and sent out to the various internal revenue offices after the law is enacted.

## Minneapolis Man Makes Change.

W. C. Warren, formerly assistant manager of the Minneapolis branch of the J. I. Case Plow Works, has joined the Northern Implement Co., East Grand Forks, Minn. He will manage the distribution of Wallis tractors and J. I. Case plows in northwestern Minnesota and northern North Dakota.

## Illinois Dealer Is Dead.

Benjamin F. Robinson, head of the firm of B. F. Robinson & Son, implement, hardware and furniture dealers at Versailles, Ill., died recently at the home of his son, J. Howard Rob-

inson. He had been ill for more than a year. Mr. Robinson established the business at Versailles in 1898, and was one of the best known dealers in his section of the state.

## No Set Binder Twine Margin.

Officials of the U. S. Food Administration are of the opinion that it will not be necessary to "recommend" a retail twine price this coming season. It is understood that the request of the National Federation that no price be established until a really thorough investigation had been made of the situation is largely responsible for the present attitude of the officials of the Food Administration.

## Mrs. W. H. Haggard Dead.

Mrs. W. H. Haggard, wife of W. H. Haggard, division sales manager for the Emerson-Brantingham Implement Co., died Dec. 16 after a long and continued illness. Mrs. Haggard had not been in good health for ten years and had been spending her winters in Texas and California. She is survived by her husband, a son and two daughters. Mr. Haggard has been prominent in the tractor and thresher industry for many years.

## Lincoln Tractor Club Meets.

The Lincoln Thresher and Tractor Club held its annual meeting December 14, 1918. The following new officers were elected:

President, J. C. Cooper, manager, Minneapolis Thresher Co.; vice-president, C. D. Wood, manager, J. I. Case Threshing Machine Co.; secretary-treasurer, W. J. Edwards, manager, Port Huron Machinery Co.

The outgoing officers were: President, S. T. Stillson, Huber Mfg. Co.; vice-president, J. C. Cooper, Minneapolis Thresher Co.; secretary-treasurer, W. S. Crawford, Avery Co.

## Ohio Firm Increases Capital.

On account of rapidly increasing business the Ohio Happy Farmer Tractor Co., distributor of the La Crosse Happy Farmer Tractor, increased its capital stock of \$20,000 to \$40,000. The new issue, as before, is common stock divided into two-hundred shares of \$100 each. A large increase on tractor sales in 1919 over the past season is anticipated.

## CHANGES IN MOLINE LINE-UP

**W. L. Clark Resigns—F. S. Patterson to Be New Trade Manager—Other Appointments.**

W. L. Clark, who has been trade manager at Moline, Ill., for some time back, has severed his connection with the Moline Plow Co. and will become general sales agent of the Samson Tractor Co. and Janesville Machine Co. of Janesville, Wis.

According to an announcement issued by F. G. Allen, general manager of the Moline Plow Co., Mr. Clark will be succeeded by F. S. Patterson, formerly manager of the Southern Moline Plow Co. with headquarters at Atlanta, Ga. The Southern Moline Plow Co.'s territory has been divided and a new branch house has been established at New Orleans, called the Louisiana Moline Plow Co.

T. S. McCants has been made manager of the Southern Moline Co. at Atlanta, and C. T. Wadsworth has been made manager of the Louisiana Moline Plow Co.

The company is enlarging and developing the sales organization for the Moline Universal tractor and has placed the sales organization for the tractor and tractor drawn implements under S. C. Turkenkoph, selecting as his tractor sales managers, to be located at Moline, W. J. Longbon, formerly manager of the Ohio Moline Plow Co., Columbus, O.; J. D. Watson, formerly manager of the Kansas Moline Plow Co., Kansas City, Mo., and J. H. Gregory, formerly manager of the Indiana Moline Plow Co., Indianapolis, Ind.

## Will Handle Parrett Tractors.

Announcement of the appointment of the Watson Automobile Co., Sioux City, as distributors for Parrett tractors in the territory comprising northeast Nebraska, northwest Iowa and southeast South Dakota has just been made by the Parrett Tractor Co., Chicago, Ill.

## A. G. Millard With Sechler.

A. G. Millard, formerly assistant sales manager for the Aultman & Taylor Machinery Co., Mansfield, O., has been appointed vice-president and general manager of the D. M. Sechler Implement & Carriage Co., Moline, Ill.



# Ninety-Four Years of Service

1919 marks the ninety-fourth year of Avery service to American farmers. Think of the changes recorded in farm and factory methods since B. F. Avery built this little log shop in 1825.

Then wheat was sown by hand, harrowed in by drawing brush over the ground, cut with sickles and threshed with flails. To produce a bushel of wheat required three hours and three minutes of a man's time. Now, thanks to labor-saving farm machinery, the time has been reduced to ten minutes.

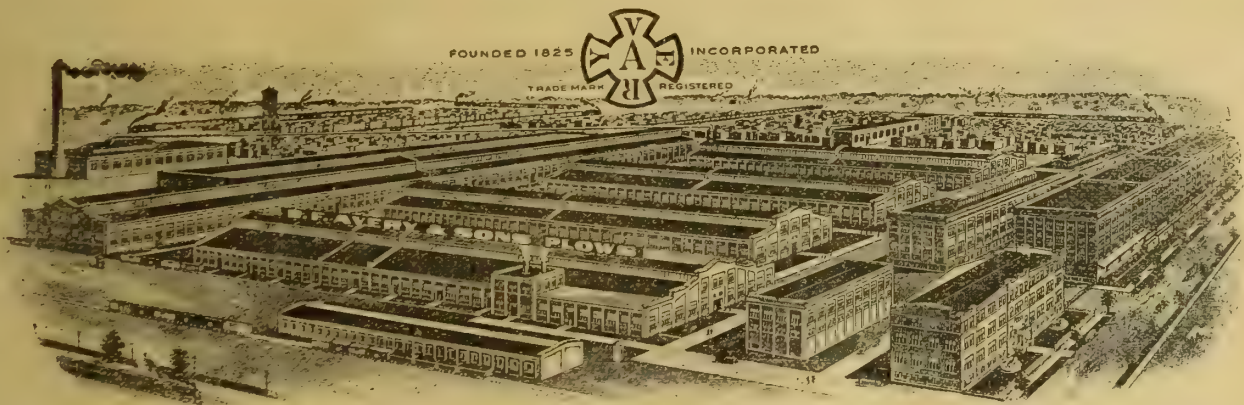
When Mr. Avery removed his business from Virginia to Louisville, in 1845, farming methods were still primitive, laborious, inefficient.

Perhaps no business institution now existing in America has done more than ours in lightening the farmer's burden by making his work easier and more productive. Not only has our organ-

ization been "on the job" nearly a century, but it has originated many improved implements that multiplied the farmer's effectiveness many fold—implements that have played an important part in winning for American farm machinery undisputed leadership throughout the world.



Progressiveness combined with safe and sane methods has characterized the Avery policy from the beginning. The steady growth of our business at home and abroad resulted inevitably from a faithful adherence to the policy Mr. Avery followed throughout his career and at his death bequeathed to the institution that bore his name. That policy is, to furnish implements which please the user so well that he comes to rely implicitly on the Avery trade mark; and to treat the Avery dealer as we would like to be treated if we stood in his shoes.



Mr. Implement Dealer, our big modern factory—a factory without a superior anywhere in up-to-date equipment—is at your service. You will like our way of doing business and your customers will like our implements. Put the Avery line on your floor, give it a fair field and no favors and your trade on it will grow steadily because, while making money for you, it gives your customers a full dollar of value for every dollar they pay.

Get in touch with the Avery house nearest you.

## B. F. AVERY & SONS, Inc.

LOUISVILLE, KENTUCKY

KANSAS CITY, OMAHA, OKLAHOMA CITY

DALLAS,

MEMPHIS,

ATLANTA,

NEW ORLEANS



## WHAT SOME OF THE OTHERS OF THE INDUSTRY HAVE DONE

(Continued from page 33)

itself and with broad authority to act for itself. This former organization was one year later adopted by the ordinance, motor transport and other

branches of the Government service.

Recently, the secretary of war has permitted considerable publicity concerning airplanes built for the fighting and it is only now that even Washington is beginning to realize the extremely complicated equipment required by the air service.

## Colonel R. W. Lea.

Colonel R. W. Lea, formerly trade manager of the Moline Plow Co., Moline, Ill., entered the Quartermaster Corps of the Army with the rank of major in February, 1918. Two months later he was made a lieutenant-colonel and in the following August he won the silver eagles of a colonel.

From the date of his major's commission he has had direct charge of the procurement of horse-drawn and hand-drawn vehicles for Army use, and all the problems of production connected therewith. The vehicles branch, of which he is the head, has bought, produced and delivered to the Army a total of 44,000 escort wagons, 15,000 ambulances, buckboards, combat and other wagons and 37,000 drinking-water, medical, ration, sanitary and other carts. In the production of these vehicles it is estimated that 80,000,000 feet of lumber has been consumed.

One of the most difficult problems to be solved was the procurement of seasoned woodstock. This was met very largely because of the patriotic and whole-hearted cooperation offered by the vehicle industry. The esteem in which Colonel Lea is held by his superiors and their estimate of his efficiency is shown by his rapid advance-

## For a Prosperous New Year

We offer our sincere cooperation to the trade in helping to make the New Year the most prosperous in history.

The lines we offer are well established and known to be of the highest quality. We are ready to meet the larger responsibilities of 1919.

Dealers who handle our merchandise will be able to supply their customers with the best on the market.

Carefully study the following lines before making your selections:

Louden Barn Equipment	Mowing Machine Repairs
Auto Tractor and Implement Parts	Implement Supplies and Hardware Specialties

*When you attend the Western Retail Implement, Vehicle and Hardware Convention, January 14, 15 and 16, in Kansas City, we cordially invite you to make our offices your headquarters. Let us tell you how we can make the New Year more profitable for you.*

## Harbison Manufacturing Company

Tenth and Mulberry Streets

Kansas City, Missouri

ALL THE

# TOWNLEY SALESMEN

Will Be Glad To See You

## CONVENTION WEEK

JANUARY 14-15-16-17

At Their Business Home

Second and Walnut St.  
Kansas City

Townley Metal & Hardware Company

## The Kansas City Convention Number

of the

## Implement & Tractor Trade Journal

Will Be Published

January Eleventh, 1919

This important issue precedes and features the 1919 Convention of the Western Retail Implement, Vehicle & Hardware Association which will be held in Kansas City, January 14, 15, 16, 1919. The Convention Number will reach the trade several days prior to the big event and will reach all the important dealers of the west.

This convention is the largest of its kind held in the United States. Since great problems of reconstruction now face the trade, this year's convention will undoubtedly be the most important in its history. There will be a big display of farm tractors and equipment at Convention Hall. Every dealer and manufacturer is vitally interested.

Advertising forms for the issue are now open. Space reservations should be made at once.

# Implement & Tractor Trade Journal





The Only Weekly Farm Paper Published in Nebraska

## What Do You Say?

WHEN Mr. Jones, of the A. B. C. Company, asks you to handle the A.B.C. line for reasons so-and-so, and "because the A.B.C. line is being widely advertised," what do you say to Mr. Jones?

IF I were a Nebraska dealer, I would say: "Mr. Jones, how much of your company's advertising is going to appear in farm papers? 75% of my customers are farmers. The advertising you place in city magazines doesn't help me. My customers, generally, have neither the time nor the inclination to read the magazines. They read farm papers. Give us dealers in agricultural sections like Nebraska some farm paper advertising! Put us on a par with your dealers in the cities. We need your advertising as much as they do. When you use only the city magazines and don't use the farm papers that reach our customers, you are not giving us a square deal. You are doing everything for the other fellow though we merchants in smaller towns are probably selling 75% of your factory's output."

PUT it up to the salesman. And insist that he put it up to the house. Ask your farmer customers what publications they read, and which one is their favorite. Then insist that your manufacturers place a part of their advertising in that paper.

THE NEBRASKA FARMER (with which Twentieth Century Farmer was consolidated in June) has the largest circulation in Nebraska of any paper published. It is the only weekly farm paper in the state. Investigation will prove to you, if you do not already know, that it is read by practically all the better farmers in Nebraska, Western Iowa and nearby counties of other adjacent states.

MANUFACTURERS who advertise in *The Nebraska Farmer* are developing new business for every dealer in the Lincoln and Omaha trade territory who handles their lines. They are giving their dealers in this territory the strongest possible sales co-operation. More manufacturers will do likewise if more good dealers will study the advertising situation and then demand the use of the medium that actually reaches their customers.

S. R. McKelvie, *Publisher*

**THE NEBRASKA FARMER**

*Nebraska's Real Farm Paper*

LINCOLN



ment during his comparatively short term of service. For a time he was stationed at the Army quartermaster depot in Jeffersonville, Ind., but of late has been in Washington, D. C.

#### William Butterworth.

William Butterworth, president of Deere & Co., Moline, Ill., during the war, contributed much to national service in his work in cooperation with the Chamber of Commerce of the United States. In this way he assisted in organizing the various industries of the country on a war-footing and was instrumental in the appointment of war service committees representing each industry.

These committees served as points of contact between the Government and the industries and performed valuable work, not only for the Government, but for the industries themselves, in bringing about equitable distribution of fuel, raw material and transportation facilities. They furthered the cause of

#### Major Frank T. Windle.

Not long after war was declared against Germany, Frank T. Windle, then manager in Kansas City for the Janesville Machine Co., offered his services to the Government. At the outset he gained a commission as cap-

tain in the Quartermaster Corps, and was assigned for duty at Camp Funston, Kansas.

Early last October he won a major's commission and later in the same month was transferred to Fort Sill, Okla., and made supply officer of the post. Under the new plan of handling Army supplies, effective Jan. 1, the supply service will constitute a consolidation of all supplies in addition to those which regularly came under the Quartermaster Department, including medical, engineer and signal supplies. This change adds to the responsibilities of Major Windle, who is thus in charge of about eleven hundred men.

#### Herbert F. Perkins.

Herbert F. Perkins of the International Harvester Co. has served as personal adviser to Felix Frankfurter, chairman of the War Labor Policies Board, from the standpoint of industrial management. The appointment of Mr. Perkins has meant that he has been allowed to participate very freely in the discussions on almost every subject that has been a matter of consideration with the War Labor Policies Board, in order that there might be representation in the discussion from the standpoint of one who has

been actively engaged in the conduct of a manufacturing business.

Now that the armistice has been signed, Mr. Perkins is about to give up his post and will return to his regular vocation with the International Harvester Co. Mr. Perkins expects to return to his previous post in the next week or ten days.

#### Others Who Served.

Among other farm equipment men who have been serving the Government in various war-work capacities are:

James A. Carr, business manager, Allied Purchasing Commission.

F. E. Penick, assistant business manager, Allied Purchasing Commission.

E. E. Parsonage, chief of the Vehicle, Implement and Wood Products Section.

C. C. Hanch, chief of the Automotive Products Section.

Alexander Legge, vice-chairman of the War Industries Board.

Walter H. Bates, Bureau of Exports.

Major Walter A. Rosenfield, Quartermaster's Department, Vehicle and Harness Division.

George N. Peck, acting vice-chairman, War Industries Board.

We Wish You A Happy and Prosperous  
1919—Start 1919 With Good Goods.

A. B. C. Goods Stand For a Big  
Crowd of Customers Satis-  
fied With Good Goods

A. B. C. Steel Wagon Box  
Bottoms and Spring Seats

A. B. Clippinger & Sons. See Us  
At Convention Hall During Convention



# ALAMO ELECTRICITY

Dealer's Greatest Opportunity

**"The Nation Knows the Alamo"**

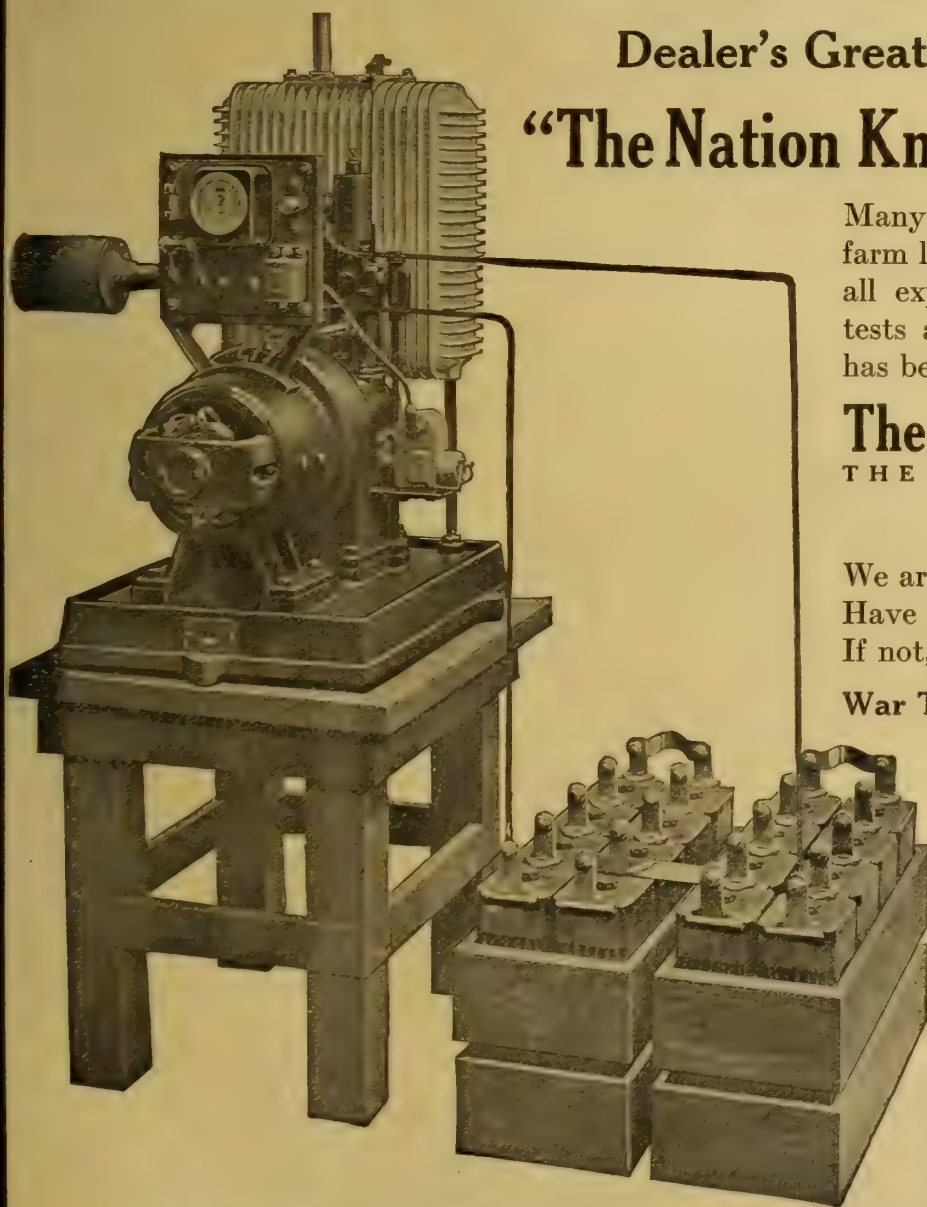
Many have waited for the perfected farm lighting system. Waited until all experiments have been made—tests and theories proven. All this has been done. The result is

**The Alamo Electric Unit**  
THE PERFECTED SYSTEM

**DEALERS!**

We are now closing up all territory. Have you secured the agency? If not, write us at once.

**War Time, Winter Business, and  
an All Year Seller.**



THE ALAMO COMPLETE. NO FOUNDATION NECESSARY.

Prepare to see the Alamo Electric unit during the Kansas City Convention, January 14, 15, 16.

Bring several of your prospective customers with you.

**Come and see the Motor  
Driven Cream Separator  
doing its work.**

## ROCK ISLAND PLOW COMPANY

MINNEAPOLIS

OMAHA

SIOUX FALLS

KANSAS CITY



## MANY MANUFACTURERS ANSWER THE SUMMONS

(Continued from page 31)

### Is Filling French Order

**American-Made Machines to Help Rehabilitate Wasted Country.**

THE Sharples Separator Co., West Chester, Pa., feels proud of the record made by the members during the war. The Sharples service flag carries nearly a hundred stars. The various subscriptions to Red Cross, Liberty Loan and other campaigns have proven the Sharples organization to be a 100 percent organization.

While the Sharples factories have been faced with the problems of other manufacturers, that is, the problems of scarcity of labor, also of materials and means of transportation, there has been a loyalty among the men who have stayed. Production has been maintained at almost a pre-war level.

The importance of the Sharples suction-feed separator has been recognized by the French Government. During the last month the company received an order from the French Government for 1,020 separators. These machines will be furnished to the farmers, and will help to revive the agricultural and dairy work in devastated France.

### Many Men in U. S. Service

**A Number Cited for Bravery—Liberty Loan Record Good.**

SEVENTY-ONE men of the Madison-Kipp Lubricator Co., Madison, Wis., will be able to show war records. They are in nearly every branch of the service of the Army, as well as the Navy. Some have been reported to have received honorable mention for distinguished service under fire.

The Liberty Loan record of the company was: First loan, \$1,200; sec-

ond, \$3,700; third, \$7,800; fourth, \$12,200.

### Filled Government Orders

**Company Contributed Forty-Nine Men and Large Sums of Money.**

THE Nebraska & Iowa Steel Tank Co., Omaha, Neb., out of a force of one hundred men, gave forty-nine for Government service direct, while the balance of the men served indirectly, rendering their workmanship on Government work. The company was allowed a contract for seven thousand galvanized drums and would have executed a second order for two thousand had the second order not been cancelled after Nov. 11.

A. N. Eaton, proprietor, contributed \$21,000, \$20,000 for Liberty Bonds and \$1,000 for War Stamps. Other donations totaled \$780.

The employees contributed a total of \$8,200 for Liberty Bonds and War Stamps. They also donated \$150 to the Red Cross and \$350 to the United War Work.

## Prairie Dog Tractor and K. C. Tractor Baler

Are lines every dealer should consider carefully to win and hold 1919 trade. Built by an old established company of best materials and by expert workmen. Time tested and proved by hard field experience.

Don't wait until the prospect is in your store to commence thinking about prices. Get full information now and be prepared to sell your prospect when he is ready.

### THE COMPLETE MONEY MAKING HAY BALER LINE

K. C. Tractor Baler—safe under any power from 8 H. P. to 30 H. P.

Standard sizes. No limit to capacity, strength or durability.

Combined Press and Engine—Gear Drive.

Combined Press and Engine—Belt Drives.

Power Press with Extension Frame, to mount to your own engine.

Separate Power Presses.

Sweep Presses, 1-horse and 2-horse.

### PRAIRIE DOG TRACTOR 9-18

A small farm tractor designed to give Power, Efficiency, Durability, Comfort and Speed, 2½ to 7 miles per hour. Standard equipment throughout, spring mounted throughout, all gears cut steel heat treated and running in oil-tight cases.

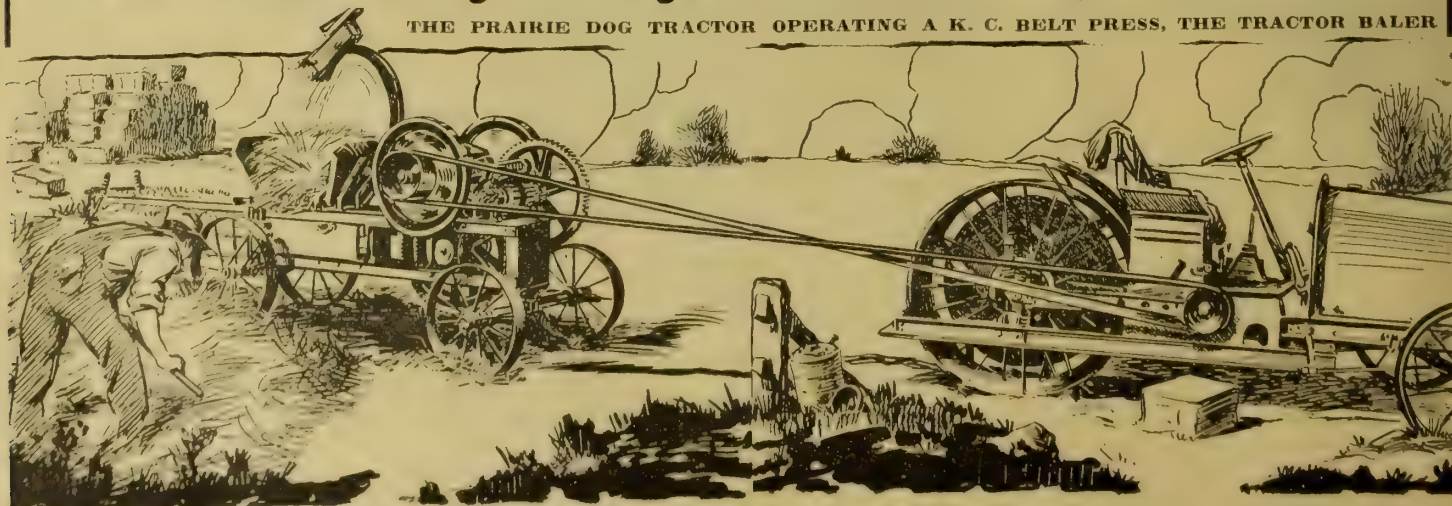
The Prairie Dog drives, handles and rides like an automobile. Quality of materials and design insure its durability.

*We Wish Every Dealer*

*A Prosperous and Happy New Year*

**Kansas City Hay Press Co., KANSAS CITY, MISSOURI**

THE PRAIRIE DOG TRACTOR OPERATING A K. C. BELT PRESS, THE TRACTOR BALER







## Revised and Improved

The Plymouth Plan for selling Rope-by-the-Foot has been greatly amplified and improved. The material furnished for selling by this common sense plan, is more complete, and even easier to use than that originally furnished.

### *Plymouth Rope By-the-Foot*

is a profit-making account to hundreds of dealers. The many letters received from dealers enthusiastically endorsing this method prove its worth.

Are you selling this high-grade rope in this common sense way?

Now is good time to begin.

## Plymouth Cordage Company

North Plymouth, Mass.

Welland, Canada



Distributors In All Principal Cities





## Busy In War Production

**Fifty-four Percent of Factory's Output Went to Government.**

WHEN the armistice terms were signed the Perfex Radiator Co., Racine, Wis., was doing war work on direct orders from the Government equivalent to 54 percent of its production, and the balance was devoted to the supplying of radiators for farm tractors.

The company's war record consisted of designing and manufacturing radiators for the Class B Liberty truck. This radiator was of the tubular type of which the company had never manufactured any and for that reason did not care to equip to build this type of radiator. However, the Government desired a source of supply in the West to protect its interests, and the Perfex Radiator company was chosen to turn out these radiators. Three months after the company had designed the type of radiator that it was to supply to the Government it was in production and producing them at the rate of many hundreds a month. This involved the designing of the radiator, the designing, construction and installation of special machinery and equipment, and

also the securing of material and the formal shipment of the radiators.

Recognition by the Government was acknowledged in the fact that on the first award for Liberty trucks the company received an order for one-third of the radiators required, on the second award for one-fourth, and on the third award for one-fourth.

The company has given freely of its men and its money and always exceeded its quota.

## Went Into Action Early

**Secretary of Company Fought for France and Later for U. S.**

LYLE B. SHINN, secretary of the W. C. Shinn Mfg. Co., Chicago, Ill., enlisted in the army of France July, 1917, and has done important work in the transport service. In October, 1917, Mr. Shinn entered the United States Army and since has been in active service in France and is now acting as Sergeant, M. T. D., A. E. F., Pro. Co. C, Convois Autos par B. C. M. Mr. Shinn has been active in the various front sectors during all of the actions up to and including the raising of the white flag on November 11.

## Big Part In War Drives

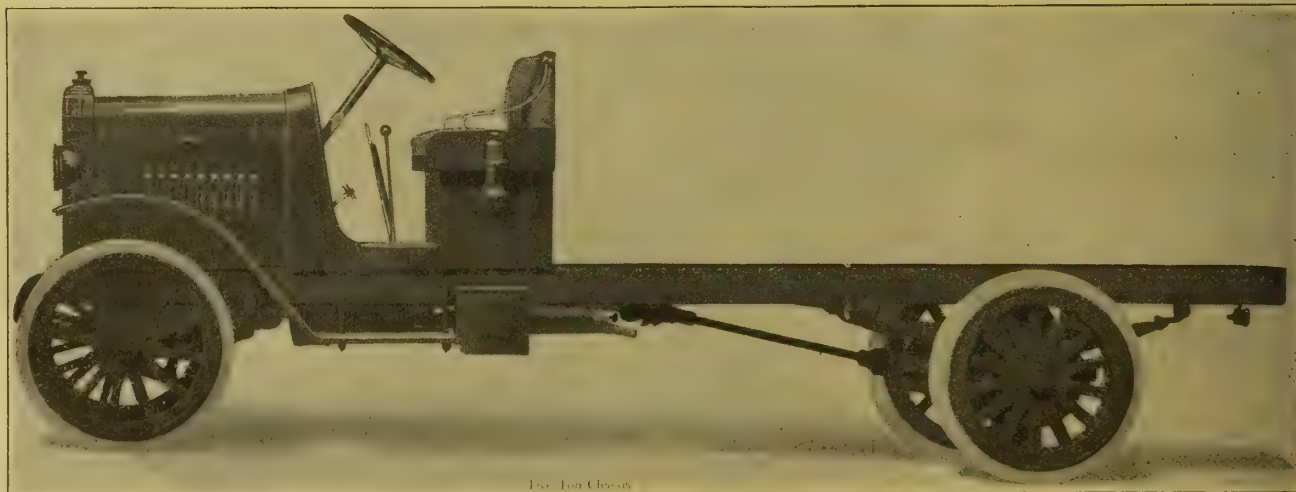
**Was One of the Leading Firms in the City's Patriotic Activities.**

THE officers of the Cushman Motor Works, Lincoln, Neb., were among the most active men in that city in the many phases of war work. E. B. Sawyer, president, as president of the Lincoln Commercial Club and head of several other organizations, was one of the leaders in war activities. L. M. Ward, secretary, was in direct charge of the supply department of the Red Cross in Lincoln and the Cushman organization was made use of and was of much assistance in the task of handling supplies. W. T. Irons, treasurer, was chairman of the war activities committee in the last war work drive for the combined organizations of the city. The whole Cush-

## Helped In Reclamation

**Company Made a Useful Donation to Soldier's Hospital.**

THE Aspinwall Mfg. Co., Jackson, Mich., bent every effort to the increased production of its regular line in accordance with the



It is generally recognized that Nash trucks have proved themselves particularly practical for present-day transportation purposes. Dealers who are planning for after-the-war business are investigating these Nash selling franchises. For it seems evident that they will offer Dealers exceptional opportunities for profit as soon as the entire large volume of Nash production is available to buyers.

### NASH TRUCKS

*One-Ton Chassis, \$1650*

*Two-Ton Chassis, \$2175*

*Nash Quad Chassis, \$3250*

**P. J. Downes Motor Company**

**DISTRIBUTORS · KANSAS  
AND WESTERN MISSOURI**

2110 Grand Avenue, Kansas City, Mo.

**NASH MOTORS—VALUE TRUCKS AT VOLUME PRICES!**





## Midland Fuels Make Good

During the critical days of war Midland fuels made good. Every gallon did its full measure of service. In every truck, every car, every vehicle which used Midland products maximum power to do the necessary work was produced.

Midland fuels did not need to prepare for essential service. They have always been manufactured to a standard that meets every test.

Peace brings Reconstruction problems and again Midland fuels are ready for the most strenuous and exacting service in tractors, trucks and automobiles.

The field of dealer responsibilities has broadened. Just selling tractors, trucks and automobiles no longer meets requirements. The successful dealer who will survive must think farther ahead than merely turning over his stocks.

The dealer today must insure that his customer receives full service from his investment. He must sell labor saving power equipment. He must recommend and sell fuels and lubricants of quality.

This latter can be made one of the most profitable departments of dealer trade.

### HIGH GASOLINE TEST

Midland Gasoline has a quick "take off" high in volatility and long on mileage. Uniform to the last drop.

### KEROSENE

So refined that it is practically odorless. Best for internal combustion engines. Is 99.99 per cent combustible, consequently little residue on ignition and carbon troubles are minimized if you use the right oil.

### FUEL OIL

Uniform gravity, low in sulphur and high in heat value. Tank car consumers of Fuel Oil are assured dependable service as we ship entirely in our own equipment.

### MIDLAND LUBRICANTS

When we have concluded our exhaustive tests and experiments we will be prepared to furnish the best quality lubricants for all requirements.

*We will be glad to explain how Midland products will make your New Year more prosperous. We extend the Season's Greetings*

## Midland Refining Company

Eldorado, Kansas



## A FARMER IS RUSHED FOR TIME

—and particularly during the cultivating season.

But the crops can't wait. They keep right on growing. Weeds may grow and consume nourishment in the soil that rightly belongs to the planted crop. The dry, hot sun may bake a crust on the ground's surface, cracking it open and letting precious moisture escape. Unless aided by persistent cultivation the plants are helpless.

A Bailer Double Row Cultivator enables the farmer to do more cultivating in less time. It assures the crops of receiving more of the needed attention.

In other words—when you are stocked with Bailer Double Row Cultivators you sell time savers that benefit growing crops, hence your business.

### Oliver Chilled Plow Works

Plowmakers for the World  
Kansas City, Mo., Omaha, Nebr.,  
Dallas, Texas

Government wishes and instructions. An Aspinwall potato digger is now at work at Reclamation Hospital No. 9, Lakewood, N. J., donated by the company to aid in the vocational instruction of the maimed and ill soldiers returned from France.

## Devised a Clever Plan

Employees Had a "Jitney Fund" for the Boys at the Front.

THE J. I. Case Threshing Machine Co., Racine, Wis., has a service flag with 836 stars on it. Many of the men have won commissions. The company and employees took out a

total of \$1,589,950 in the four Liberty Loans, and subscribed with equal generosity in all other campaigns. No direct work was done in war materials, though the company supplied a large number of tractors to the allied governments.

A clever feature in the way of war work is original with the company. The employees have what is known as a "jitney fund." It is an inter-factory fund to which every one of the 4,000 employees contributes a "jitney" or more for the Case boys at war. No one can give more than a quarter. The fund goes to purchase a little package with tobacco, cigarettes, candy, stamps and other little conveniences for the soldier.

## What One Company Did to Help Us Win



THESE ARE ARMY FUEL TANKS, BUILT IN THREE COMPARTMENTS EACH

THOUGH the Butler Mfg. Co., Kansas City, did not happen to make things with which to shoot holes in the Hindenburg line, this organization did play a big part in manufacturing equipment without which it is impossible to maneuver an army. It is doubtful whether any plants west of the Mississippi contributed more to the winning of the war than the Butler factories in Kansas City and Minneapolis.

During the last six months of hostilities the manufacturing capacity of the Kansas City plant was virtually doubled. Sixty-five thousand square feet were added to the Kansas City factory at West Thirteenth Street and Eastern Avenue. The space now oc-

cupied by the various departments closely approximates four and a half acres.

It is estimated that the Butler company made seventy-five percent of the truck tanks used by the Government in prosecuting the war. These tanks, in accordance with the rigid army specifications, are divided into three separate compartments. They were used under fire and whenever a shell or some other missile hit one of the compartments, the two remaining continued to hold the gasoline, oil or water, according to the nature of the load. Thus virtually three distinct tanks are mounted on the same chassis.

In addition to the truck tanks, the Butler plant has manufactured thou-

(Continued on page 42-f)





## A Grain-Saving Straw-Spreader

### DEALERS WANTED

Take advantage of the big demand that has been created for straw spreaders. Farmers everywhere have been educated to the many advantages of spreading straw. More and more every year are buying straw spreaders.

### THE WALLACE FORCE FEED STRAW SPREADER

has so many exclusive features that it is proving a most ready seller. It is the only one with an attachment that saves the grain left in the straw piles. Has the longest carrier and lowest spread. Has no dangerous flying forks. It is the easiest to attach and will fit any wagon. Handles manure, too. Write today for our money-making proposition to dealers. You can make big extra profits with the Wallace.

**LINK MANUFACTURING CO.**

4182 MERCIER, KANSAS CITY, MO.



Fig. 200—PLAIN

## EMPRESS

Brass and Steel Grease and Oil Cups

**BUILT  
FOR  
SERVICE**

Catalog V Upon Request



"L" OILER

**Bowen Products Corp.**

Successors to Bowen Mfg. Co.  
Auburn Division, AUBURN, N. Y.



You will eventually support the one house that does business in the right way.

## WHY NOT TAKE ADVANTAGE OF OUR SERVICE NOW?

We are Equipped to Satisfy  
your most Exacting  
Requirements

THE  
**FAETH IRON CO.**  
KANSAS CITY, MO.



Steel for Service

## Does a Tractor Replace Horses?

The pulling power of several horses is not supplanted by a tractor but by the transmission of a tractor.

Therefore, to get the maximum of power from the engine to the drive wheels, use gears cut from

## Carnegie Rolled Steel Blanks

Although the lightest gears available, they wear from three to seven times longer than cast steel gears.

Furthermore, they insure low fuel cost and minimum tractor upkeep.

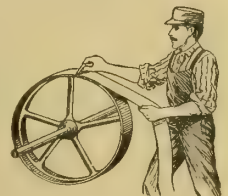
**Carnegie Steel Company**

General Offices: Pittsburgh, Pa.

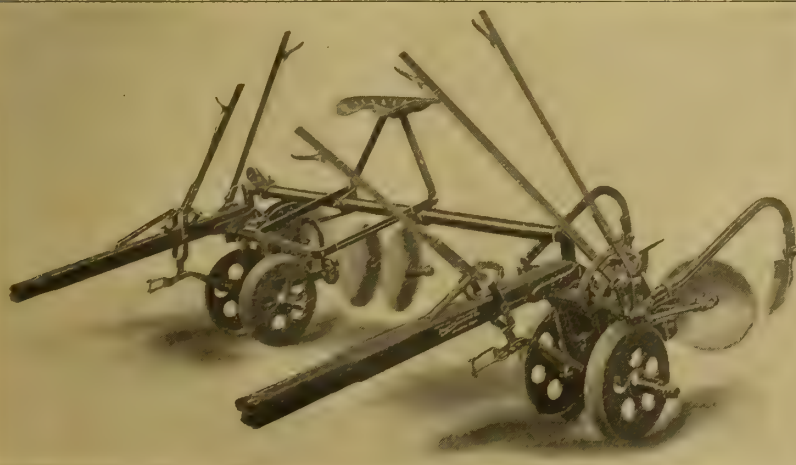
1161

## Forward to Success

WITH other Progressive Manufacturers and Power Users! LAG your pulleys the New Way, WITHOUT the use of RIVETS or taking pulleys from SHAFT—and your machines will turn out all the work they are capable of—with NEVER a STOP or LOSS of TIME on account of belt slipping. Washington's Superior Pulley Covering will transmit MORE POWER than a LEATHER LAGGING or ANY KIND of UNCOVERED PULLEY. Has been used successfully since 1903 on separator and engine pulleys. It is put up in convenient outfits containing a Special Cement (glue) and Canvas, together with brushes and scraper for applying and directions for use. Whether you MAKE, SELL, or OPERATE machines of any kind, it will pay you to investigate this effective and economical power saving product. Write for sample and prices today.



W. S. RAYMOND, Mfr., 704 Chicago Road, Niles, Mich.



THE RESCHKE  
**WHEEL DISC CULTIVATORS**  
EQUIPPED WITH

Six Disc Gangs or With Large  
Discs for Ridge Busting.

BEARINGS GUARANTEED for FIVE YEARS

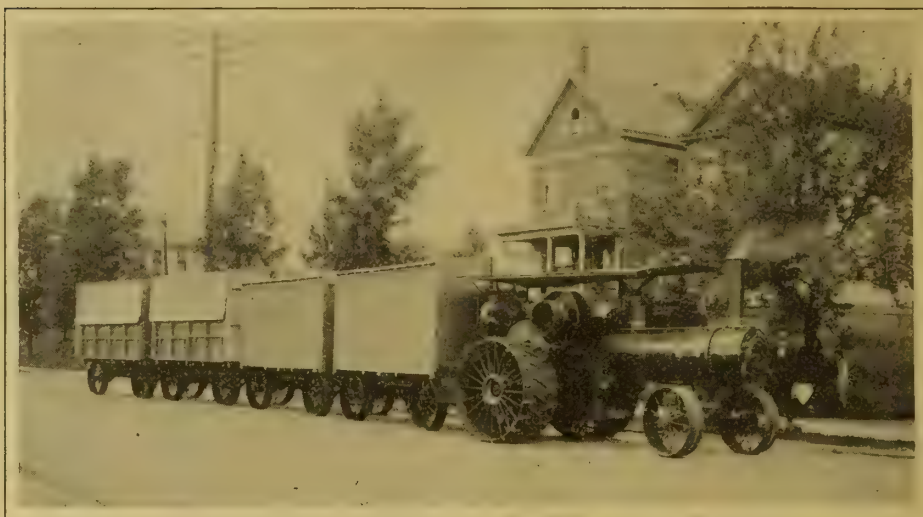
Write for Information on Feed Mills

**RESCHKE MACHINERY  
WORKS COMPANY**

WICHITA, KANSAS



## Steam Tractors for Portable Laundries



As is known, there were no modern laundry plants in France back of the fighting front and such facilities as they had were entirely inadequate for the great num-

ber of troops that Uncle Sam landed in France. For that reason the Yanks were up against it for clean clothes.

To meet this situation, United

States Army engineers designed a portable laundry outfit, carried on four heavy wagon bodies, which can be coupled together with the sides let down, forming a complete and up-to-date laundry, fully covered, with capacity enough to handle weekly the clothing and blankets of a whole regiment of troops. These laundries are portable and can be easily hooked up, or uncoupled, for quick movement and can be moved readily from place to place, following the troops in their movements. They are electrically lighted, so they can run continuously night and day.

Steam for heating the laundry water and motive power for moving the plant are furnished by a steam traction engine of the ordinary type with which Americans are familiar. Of course, the Army engineers were careful to select an engine of the latest and most approved construction that could always furnish an ample volume of steam to run the laundry to full capacity and have power enough to haul the four heavy



**Corn Shellers** We have a good stock and can ship promptly. Now is the time to push them. Send us your Mail Orders.

**STOWE**  
KANSAS CITY

# Bonniwell-Calvin Iron Co.

**Manufacturers and Jobbers**

*Implement Supplies*  
*Automobile Accessories*  
*Heavy Hardware, Iron and Steel*  
*Auto Hood and Radiator Covers*  
*Automobile Tops*  
*Cushions and Backs*

**1205 to 1219 West Tenth Street**  
**Kansas City, Mo.**

*We Wish Every Dealer a Happy and Prosperous New Year.*



# ELEVEN YEARS FIELD WORK



**Model C 12-20  
With Rock Island  
No. 12 Tractor Plow**

## Just Out! Big Folder of Rock Island Dealer Helps

**E**VERY dealer should have a copy of this folder. It tells about the dominant national advertising campaign which the Rock Island Plow Company is placing behind Rock Island dealers—pages in the great publications; big space covering the field; many millions of the finest circulation.

It gives full particulars about the Sales Helps at the disposal of all Rock Island Dealers without charge. No other manufacturer is so liberal with every form of Sales Help: Movie Slides, Posters, Hangers, Big Signs, Costly Folders in Colors, Plates of Advertisements ready to run in your local papers. The 1919 line of Rock Island Sales Helps, now ready, is new, complete, up-to-date. Yours for the asking—simply on your guarantee to use them.

The Rock Island campaign is one of the most sweeping in the field of tractors, tractor plows, tractor harrows, and other farm implements. Get the big folder and learn all about it.

**Write today for Dealer Proposition on Heider Tractors and  
Rock Island Tractor Tools.**

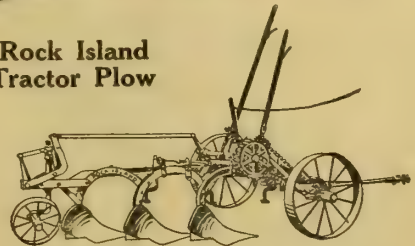
## ROCK ISLAND PLOW CO.

BRANCHES: Minneapolis, Minn.; Indianapolis, Ind.;  
Sioux Falls, S. Dak.; Omaha, Neb.; Kansas City, Mo.;  
Dallas, Tex.; Oklahoma City, Okla.; R. M. Wade & Co.,  
Portland, Ore.; E. P. Bosbyshell Co., Los Angeles, Cal.,  
Pacific Coast Distributors.

Established 1855  
**Rock Island, Ill.**

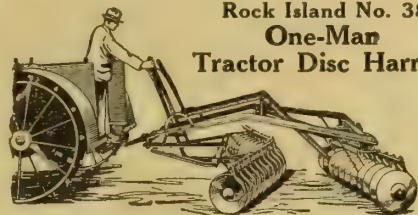
**Model D 9-16  
With No. 9 Plow  
Attached.**

**Rock Island  
Tractor Plow**

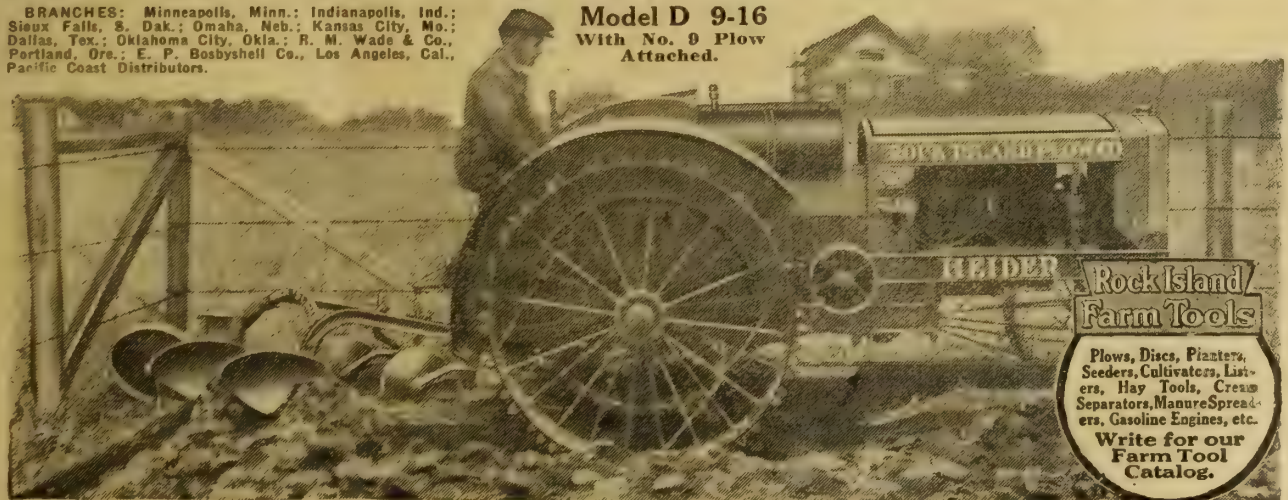


Does best work behind any Tractor. 2, 3 or 4 CTX bottoms. Front furrow wheel lift. Extra high clearance. Tractor sales mean Rock Island Tractor Plow sales. Ask about complete line.

**Rock Island No. 38  
One-Man  
Tractor Disc Harrow**



Close-up position permits one man easily to operate Tractor and Harrow without stopping or leaving Tractor. Extremely flexible. Light draft. Tractor sales mean Rock Island Tractor Harrow sales. Ask about complete line.



### Rock Island Farm Tools

Plows, Discs, Planters,  
Seeders, Cultivators, List-  
ers, Hay Tools, Cream  
Separators, Manure Spread-  
ers, Gasoline Engines, etc.  
**Write for our  
Farm Tool  
Catalog.**



wagons over the roughest of roads.

After tests, the Advance-Rumely 20-hp. Universal steam traction engine was selected, without modification, as filling all the requirements satisfactorily.

Also, since January, 1918, the Advance-Rumely Thresher Co. has been building in quantity, 500-hp. water-tube marine boilers for the United States Shipping Board Emergency Fleet Corporation. Both the engine portable laundry outfits and these marine boilers have been made at Battle Creek works.

The Advance-Rumely company is very proud of its war record and

makes a modest statement of the number of men that have gone into service from the home factory, the branches and other works:

Men from home factory in service....	200
Men from home office.....	20
Men from factory office and engineers	30
Men from Battle Creek works.....	60
Men from Toronto works.....	58
Men from branches.....	65

Total number of men in service....433

On the percentage basis this makes 14 percent in service for the factory and 37 percent in service for the office.

Regarding the Liberty Loans and the 1917 and 1918 Victory Loans of Canada, we will refer you to the list attached.

In the First Liberty Loan the company subscribed \$210,000, and its employees \$54,100, a total of \$264,100. Second Loan, the company, \$330,000, the employees, \$89,400, total, \$419,400. Third Loan, the company, \$400,000, the employees, \$129,300, total, \$529,300. Fourth Loan, the company, \$380,000, the employees, \$194,550, total, \$574,500. The branches of the company subscribed \$105,000. To the Victory Loans of Canada, 1917 and 1918, the company subscribed a total of \$200,000.

The plant of the company at Toronto, Canada, during practically the entire period of the war was engaged in the making of munitions and machinery parts directly connected with war contracts. The demand upon the munitions makers of Canada was so great that the plant was a material help in assisting the munitions makers to fulfill their contracts.

The company contributed much in the work of individuals in its organization who gave much time to successful participation in the various committee work in the war organizations, such as the Liberty Loans, Red Cross, W. S. S., and United War Work. Many of the department heads and individuals gave the greater part of their time.

## WHAT ONE COMPANY DID TO HELP US WIN

(Continued from page 42-b)

sands of steel fuel-measuring buckets, tanks for cleaning automobile parts, iron gasoline barrels, etc. About 14,500 of the latter have been contracted for and most of them delivered to the army service of supply. These barrels were filled with gasoline or oil and shipped that way in order to conserve shipping space. It was necessary to do this owing to the shortage of tank steamers, many of which were sunk by submarines.

Additional manufacturing equipment had to be installed to take care of some of this extra Government work, in order to get it out with the greatest possible expedition and facility. One of the big presses used in shaping the barrel-heads exerts a pressure of 1,600 tons; another one 800 tons. About three hundred and fifty men were employed at the Kansas City plant and two hundred and twenty-five at the Minneapolis factory while the company was carrying the peak load of Army work.

Despite this heavy war pressure the Butler company has managed to take care of its regular commercial trade. With its increased facilities, which the Government work required, the or-

# THE MILL BEHIND

## Ankorite

### STEEL DRIVE POSTS



**Ankorite**  
STEEL FENCE POSTS

**A GREAT SELLING RECORD**

The wonderful sales success of Ankorite Posts shows conclusively the great demand for these Steel Fence Posts of Superior Merit. Farmers everywhere are learning the unusual advantages of the Crimped Anchor and the other features of superiority in the Ankorite Patented Steel Post.

Re-orders from Dealers come in a steady stream.

**Dealers' Opportunity Now Greater Than Ever Before.**

The coming season offers a truly remarkable opportunity for big sales to every Ankorite Dealer because an enormous amount of delayed fencing will have to be done this Spring. Millions of farmers are reading our Ankorite ads in the Farm Magazine and the demand for Ankorite Posts will be greater than ever. Someone in your locality will make money by supplying farmers with Ankorite Posts.

NOW is the time to get "hired-up" for Spring business. Dealers are daily taking exclusive territory.

Write today for our Exclusive Sales Plan.

**CALUMET STEEL COMPANY**  
Established 1907  
DEPT. 15, 208 S. LaSALLE ST., CHICAGO

**PROMPT SHIPMENT IN ANY QUANTITY**

**THE PATENTED CRIMPED ANCHOR**

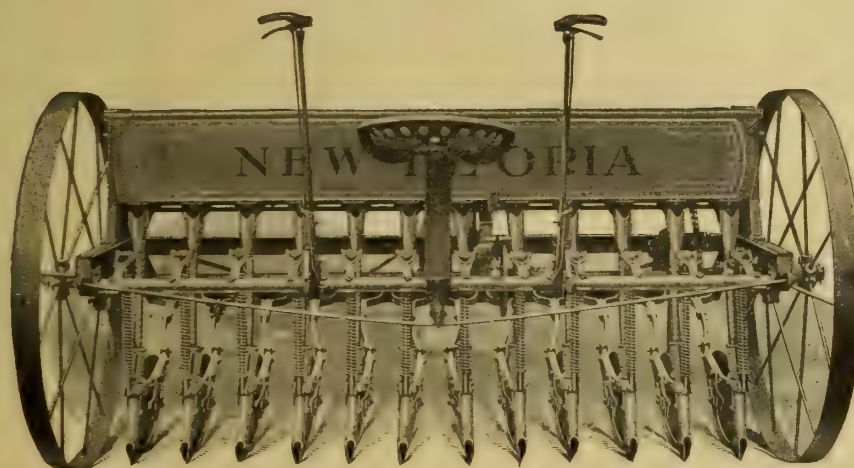
**From MILL Direct to DEALER**



# Peoria Drills and Seeders

## WITH THE FAMOUS DISC SHOE

Are Sold by the Best Dealers



**W**E manufacture Single and Double Disc Drills, made plain or with fertilizer Attachments, in all sizes for one to six horses. Endgate Seeders, Wide and Narrow Track 11-foot Seeders, Double and Single Row Stalk Cutters, Stalk Rakes, Shoveling Boards, Fertilizer Distributors, Harrow Carts, and Grain Dumps.

Large Stocks Carried at Rock Island Co.'s Branches. Minneapolis, Kansas City, Oklahoma City, Dallas, St. Louis, Indianapolis, Rock Island, Sioux Falls.

CATALOG FOR ASKING

## Peoria Drill & Seeder Co.

PEORIA, ILLINOIS, U. S. A.

Lining Implement Co., Omaha, Nebr.  
R. M. Wade & Co., Portland and Spokane.  
E. P. Bosbyshell Co., Los Angeles.

Parlin & Orendorff Plow Co., St. Louis, Mo.  
(For Southeastern U. S.)  
Gale-Hooper Co., Memphis, Tenn.  
Smith-Watkins Co., Lexington, Ky.



ganization is now enabled to extend its manufacturing and selling activities more widely and vigorously than ever. In epitome, this reflects the general effect that the war has had upon American industry. Among the other new products of the company are guards, hoods and similar sheet work for tractors.

In all the drives and campaigns for war funds the members of the Butler organizations have worked with the enthusiasm that characterizes all patriots. Charles R. Butler, president of the company, gave over a large part of his time to the various campaigns. Several of the Butler experts and executives have spent many weeks in

Washington, keeping in touch with the War Department and interpreting the needs of the Army to the factory men back home.

## A Girl Led On To Victory

She Took Charge of Others With Brothers in France.

**M**ISS ANNETTA M. CAMPBELL, of the Faeth Iron Co., Kansas City, was placed in charge of the committee of employees to put through all drives on Liberty Bonds, Red Cross, United War Work, etc., with the result that every campaign ended with 100 percent success.

Of course Miss Campbell had plenty of able assistance, but it was she who directed the work in each case that put the Faeth team over the top. Every member of her committee had a brother in France.

In addition to the purchase of approximately \$75,000 worth of Liberty Bonds, the house and employees' sub-



MISS ANNETTA M. CAMPBELL

scription to the Red Cross fund approximated \$3,000, and \$2,500 to the United War Work, not to mention other donations, made to causes closely allied to the pressing of the conflict against the Hun.

## WHAT THE N. I. & V. A. DID FOR ITS COUNTRY

(Continued from page 27)

be made up to carry food and equipment to the boys fighting "Over There." This meant a reduction of approximately twenty-five percent in materials needed for farming equipment, but here again the response was prompt and cheerful. However, before there was any real curtailment, the American spirit, from workshop to trench, brought victory.

A tribute is due to the splendid cooperation given all these efforts by members and their forces, jobbers, branch managers, and dealers, all of them equally patriotic and who did their part—lastly, the trade journals which spread the information and encouraged action.

I feel, therefore, that as an industry, we can truly say that we did contribute to the winning of the war, and that any sacrifice which we may have made is more than compensated by the better understanding we have, one of the other, which will enable us to work out in confidence as successfully our problems of the reconstruction period now at hand.

## An Invitation to Examine the Columbian Gold Medal Line

Call Either  
Phone Main  
4426 and



Our Service  
Car will  
Call for you

**W**ITH the great problems facing the trade during the Reconstruction period it undoubtedly is the duty of all dealers to attend the Tenth Annual Convention of the Western Retail Implement, Vehicle and Hardware Association, at Kansas City, January 14, 15 and 16.

A cordial invitation is extended every dealer to visit the exhibit of the Columbian Steel Tank Company. Make our office and factory at 1601 to 1621 West Twelfth street your headquarters. Take any car going west on Twelfth street. Get off at Wyoming or Genesee streets. At this time when you are making your plans be sure to include the Columbian Steel Tank Company in your schedule.

The war is over. Our united efforts are required to insure a successful peace. We will have some interesting things to tell you about our plans in cooperation with the dealer. The Columbian Gold Medal Line is prepared to supply the 1919 trade with the highest quality products manufactured. The dealer who sells this line will be able to meet every demand and will realize good profits.

We wish you all a Happy and Prosperous New Year.

## Columbian Steel Tank Company

1601-21 West Twelfth Street.

Kansas City

"Tanks for the World"

Missouri



# Get the "New-Way" Light Weight All Purpose Engine And Increase Your Sales and Profits Rapidly

Your customers not only demand an engine that will operate a Lighting Plant, but one that can also be used to operate their binder, potato digger, feed grinder, cream separator, wood saw, etc.

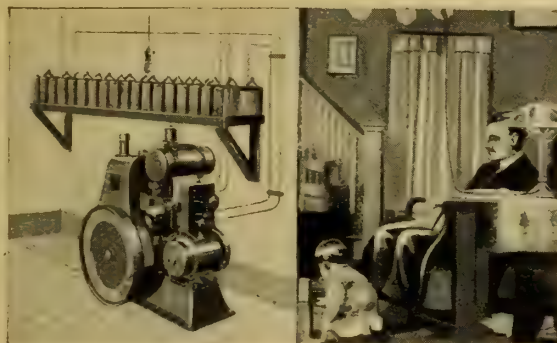
## From New England

Seymour, Conn.  
Boston, Mass.

Gentlemen:

As I was one of your first large buyers when you commenced manufacturing the "NEW-WAY" Engines, giving you the first order for 100 engines and the next year for 300 engines, also the fact that I have continued to buy the "NEW-WAY" Engines all these years and lately ordered four carloads from you, certainly proves to anyone in the engine business what I think of the "NEW-WAY" Engines.

Very truly yours,  
S. B. CHURCH.



## From the West

Rossville, Ill.

Gentlemen:

The very fact that we have sold "NEW-WAY" Engines for the past eleven years makes it absolutely essential to carry a large stock of them at all times because of the fact that the engines that we have sold, probably three or four hundred, give such good satisfaction that they constantly create new business for us.

We have yet to find a single instance where any of the other engines sold around here have given the satisfaction the "NEW-WAY" has.

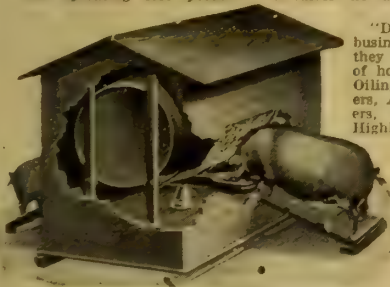
Yours respectfully,  
E. J. DAVIS & CO.

The "New-Way" Light Weight All-Purpose Engine meets every power requirement on the farm outside of the Tractor. Wide-awake dealers sell them everywhere. You should write for the agency.

**THE "New-Way" MOTOR COMPANY**  
**LANSING, MICHIGAN, U.S.A.**

## Dealers are Making PROFITS on Burrell Hog Raising Specialties

A hog fountain—built on the right principle, keeps the water warm in January and cool in August—that is the X-L-All Non-Freezing Hog Fountain. Dealers are selling with great success. Stays sold—low operating cost—portable—no valves—no dirt.



"Diamond B" dealers enjoy good business—earn worth while profits—they handle the most practical line of hog raising specialties. Lazy Hog Oiling Gates, Single and Double Oilers, Anti-Rooters, Hog Catcher, Feeders, Fountains and Hog Troughs. Highly improved—comprise the "Diamond B" Lines. Write today for our 1919 Dealer's Proposition.

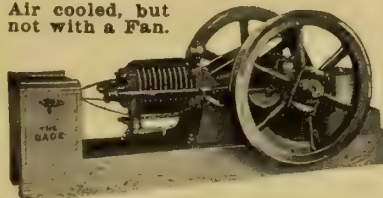
**BURRELL MFG. and  
SUPPLY HOUSE**  
Kankakee, Ill. Dept. I-T



## THE GADE "THE ENGINE THAT BREATHES"

Excels All Others in  
POWER SIMPLICITY, DURABILITY AND FUEL ECONOMY

Air cooled, but  
not with a Fan.



Dealers reap big profits selling our famous pumping engines. On the market eighteen years. Thousands in use everywhere.

Our big folder brings full information on our complete line from 1 1/4 to 16 hp. gasoline or kerosene. Get our liberal selling plan AT ONCE.

Transfer stock at Mendota, Illinois  
**GADE BROS. MFG. CO.** 300 IOWA STREET  
IOWA FALLS, IOWA

## Sanders Disc Plows

**M**OLDBOARD Tractor Plows are sure to fail to work in many places. The next thing to do is to get Sanders Tractor Disc Plows.

Or, it would be better to get Sanders Disc Plows in the beginning, thereby saving much trouble and the cost of the moldboard plow.

**Newell Sanders Plow Company**  
Chattanooga, Tenn.

## G&O Radiators

FOR TRACTOR SERVICE

Provide highest  
efficiency in  
Engine  
Cooling

The  
**G & O  
Mfg. Co.**  
New Haven, Conn.





# Announce La Crosse Model G Type

In bringing out its latest model of kerosene burning tractor, which will be known as the La Crosse, Model "G," the engineers of the La Crosse Tractor Co., La Crosse, Wis., has succeeded in retaining all the flexibility and the distinctive features of the Model F. It retains the same open, accessible design and simplicity.

The steering apparatus is of the automobile type, generally speaking, although differing materially in that the two wheels are not turned at the same angle but instead are able to travel at right angles to a line drawn from the center of the hub of either drive wheel, upon which the tractor is pivoted in

making the short turn, to the center of the hub of either guide wheel. Thus the tractor is able to make an absolutely square turn, the same as the Model F three-wheel machine. The front axle has a wider range of oscillation than others, enabling either of the front wheels to clear an obstruction 23 inches in height without lifting the other wheel from the ground. Four turns of the steering wheel are required to turn the tractor squarely around in either direction, the foot brakes at the same time being applied to the right or left differential as desired.

The same mechanical oiling system is retained, and the kerosene burning motor. In fact, the Model G is identical with the Model F, except that the pipe member of the frame is placed in the center, and the new front axle carries two guide wheels tracking with the inside of the two rear drive wheels, and the application of a different steering device, as previously stated.

The tractor is sturdily constructed with a one-piece, heat-treated, cast steel frame and universal swinging draw bar, which is characteristic of both models. The La Crosse tractor company has a present factory capacity of 25 complete tractors per day, and expects to be kept busy throughout the year filling orders already placed by its corps of about 40 distributors.

## S. A. E. Makes Corrections.

The following communication has been received from the standards committee of the Society of Automotive Engineers, in reference to the list of S. A. E. tractor standards

and recommended practices which appears on page 130 of the 1918 issue of the Cooperative Tractor Catalog:

"Punching of Driving Wheels." This is listed as 'Recommended by the S. A. E.' This wording is liable to lead readers to believe that this subject is 'an S. A. E. recommended practice.' As you know all standards adopted by the Society are listed as 'S. A. E. standards' or 'S. A. E. recommended practices.' This subject was never passed by the Tractor Division and it is necessary for all standards adopted by the Society to be passed consecutively by the division, the standards committee, the council, the annual meeting and by the mail vote of the members.

"Figuring Tractor Belt Horsepower." Under this subject it is mentioned that the S. A. E. has adopted the following formula:

$$D^2 L A N - \text{Belt Hp.}$$

14,000

"This appears to be with the exception of the constant similar to the formula of E. T. Roberts for brake horsepower. However, the point in question is that the S. A. E. never adopted any horsepower formula, although several are published in the S. A. E. handbook, but as general information only."

The business of J. C. Fitzgerald, Kilbourn, Wis., has been incorporated under the name of the Fitzgerald Mfg. Co., with a capital stock of \$20,000, and with Mr. Fitzgerald as general manager. The company's line will be enlarged to include cattle stanchions, litter carriers and other barn equipment.

## SIMPLEX Grain Graders

The No. 40 Simplex is  
The Handy Farmers Mill **\$29.75** Retail

Capacity 40 to 60 bu. per hour

Cleans and Grades in one operation,  
Wheat, Oats, Barley, Rye, Alfalfa,  
Grasses, Corn, Etc.

Write for Description and

Prices on Complete Line.

## SIMPLEX SPREADER MFG. COMPANY

Traders Bldg.  
KANSAS CITY, MO.

## The Celebrated Joliet Sheller Line

Write for our Corn  
Sheller literature.



continues to lead the Corn Sheller procession. The exclusive and one line factory. Five sizes of spring Corn Shellers, three sizes of cylinder Shellers. They are the best Corn Shellers, the best corn cleaners, the best corn savers, and the longest lived machines, the best money maker for the dealer, the best money maker for the operator.

### DISTRIBUTING HOUSES AND SALES AGENCIES:

Rock Island Implement Co., Kansas City, Mo.  
Linsinger Implement Co., Omaha, Neb., and  
Sioux Falls, S. D.  
Parlin & Orendorff Plow Co., of St. Louis, Mo.  
Joliet Manufacturing Co., Bloomington, Ill.  
Northern Rock Island Plow Co., Minneapolis,  
Minn.  
Parlin & Orendorff Implement Co., Dallas, Texas  
The Wolf Company, Chambersburg, Pa.  
Rock Island Plow Co., Rock Island, Ill., for  
Eastern Iowa and Southern Wisconsin.  
Rock Island Implement Co., Oklahoma City,  
Oklahoma.  
The Shannahan & Wrightson Hdw. Co., Easton,  
Mo.  
Wright & Lowe, Centerville, Md.

**JOLIET MANUFACTURING COMPANY**

FACTORY & GENERAL OFFICE,

JOLIET, ILLINOIS.



## "Just Exactly What I Want"

Is the expression hundreds of farmers have used when shown this pump. It has the capacity required by the average farmer—is simply but substantially constructed—and all parts are quickly accessible. The "Atlas" is but one of the many hundreds of

## Deming HAND AND POWER PUMPS

And it is constructed on the same scientific principles which have for forty years given to the Deming line the undisputed leadership. The Deming agency means "quick turnover and no come-backs." Get the Deming 360-page Catalogue today.

### The Deming Company, Salem, Ohio

General Distributing Houses:

CHICAGO—Hendon & Hubbell, 217-221 N. Jefferson St. PHILADELPHIA—W. P. Dallett Co., 49 N. Seventh St. PITTSBURGH—Harris Pump & Supply Co., 320-322 Second Ave. BOSTON—Chas. J. Jager Co., 15 Custom House St. RICHMOND, VA.—Sydnor Pump & Well Co. NEW ORLEANS—Stauffer, Eshleman & Co. CRANE & CO., Indianapolis, St. Louis, Spokane, Portland, San Francisco.

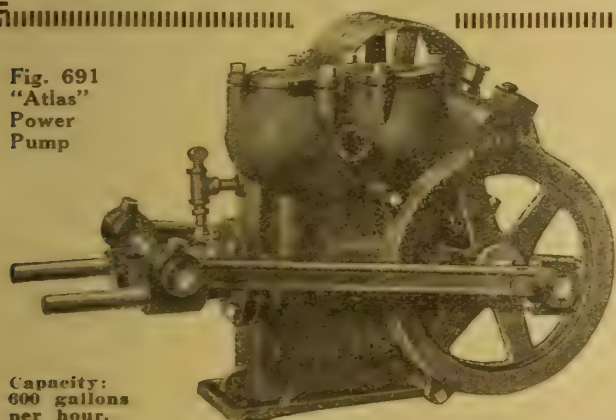
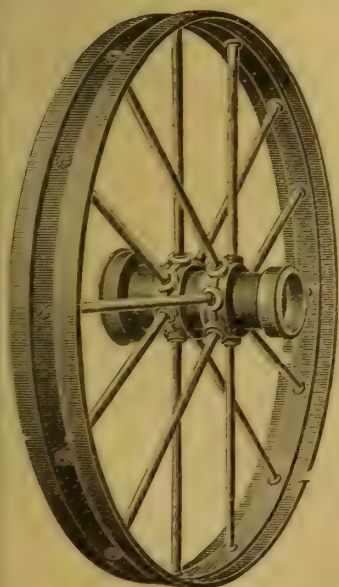


Fig. 691  
"Atlas"  
Power  
Pump

Capacity:  
600 gallons  
per hour.

## HAVANA WHEELS They Carry the Load



Metal Wheels of  
All Kinds to Suit  
Customer's  
Requirements

### Havana Metal Wheel Co.

HAVANA, ILL.



## BALDWIN ROLLER CHAINS

Chain drive on tractors has proven most efficient. More tractors have BALDWIN CHAIN DRIVES than any other.

This is because the efficiency and "know how" of Baldwin's product has been conscientiously applied to the tractor problem.

### OUR AGENTS

C. D. Schmidt, 276 Canal St., New York City.  
N. A. Petry Co., Inc., 1307 Race St., Philadelphia, Pa.  
Walter H. Williams, 175 Massachusetts Ave., Boston, Mass.  
W. D. Foreman, 1607 Prairie Ave., Chicago, Ill.  
M. & M. Co., Cleveland, Ohio.  
American Automobile & Supply Co., St. Louis, Mo.  
Motor & Machinists' Supply Co., Kansas City, Mo.  
C. J. Smith & Co., St. Paul, Minn.  
M. A. Bryte, Inc., 543 Golden Gate Ave., San Francisco, Cal.  
Lyman Tube & Supply Co., Ltd., Montreal, Toronto, Can.  
J. M. Howe, 245 Plymouth Bldg., Minneapolis, Minn.  
Wirthlin-Mann Co., 318 West Third St., Cincinnati, Ohio.  
H. V. Greenwood, 122 So. Michigan Ave., Chicago, Ill.



### Baldwin Chain and Manufacturing Co.

WORCESTER,  
MASS.

## Three Birds at one shot



When you sell a reliable "REED" tractor you bag three birds at one shot.

Tractor—complete plow outfit—and portable power plant—in the one implement!

This tractor immediately appeals to the farmer because it is a one man machine. Without getting off his seat the operator has under his absolute control the operation and speed of the tractor, the control of the power plant and the manipulation of the three plows.

Owners are simply amazed at the acreage turned under and the low cost of operation shown by this approved type of kerosene burning tractor.

A limited number of dealers of exceptional standing are wanted. We have an interesting proposition for them—interesting because it means profit.



Tractor Department  
**REED FOUNDRY &  
MACHINE CO.**  
Kalamazoo, Michigan



**Bonniwell-Calvin Iron Co.**

KANSAS CITY, MO.

Jobbers of Auto Accessories

Write for Catalog

**INTER-STATE**

TOURING CARS AND ROADSTERS

**Western Motor Company**

502 Firestone Bldg. Kansas City, Mo.

Write for Dealers' Proposition

**Blish, Mize & Silliman Hdw. Co.**

Atchison, Kansas

Automobile and Garage Accessories

DISTRIBUTORS OF McGRAW AND  
HARTFORD TIRESPioneer Jobbers  
in the Automobile  
Accessory Line**Wyeth Hdw. & Mfg. Co.**

St. Joseph, Mo., U. S. A.

**Tractor, Automobile,  
Gas Engine****ACCESSORIES**Write on Your Business  
Stationery for Catalog

839 CASS AVE.

ST. LOUIS

**Butler Folding Truck Bodies**

**BUTLER**  
FOR FORDS AND CHEVROLETS  
**Fold Up When Not In Use.**

THE Butler Folding Truck Body changes your roadster into an efficient, light delivery truck almost instantly. Simply unfold and its ready for a load. Your car resumes its regular roadster appearance when a truck body is not needed. Advertising marks fold up out of sight.

Well built of heavy steel; all seams welded. Low in price, neat and attractive. Ask your dealer or write for descriptive circular and price.

**BUTLER MANUFACTURING CO.**  
1226 Grand Ave. 890 Sixth Ave. S. E.,  
Kansas City, Mo. Minneapolis, Minn.  
We also make permanent truck bodies for all cars.  
Air compressor outfits, gasoline and oil  
storage outfits. Ask for bulletin.

**Motor Car and Accessory Directory****STEADY PRICES EXPECTED**

**Automobile Men Report Good Business and Even Better Prospects for the Near Future.**

Automobile manufacturers and dealers all over the country are making preparations for increased business and look for one of the brightest periods in the history of the industry. Dealers report a good business and plants are going steadily ahead with the task of getting back on a normal basis of production.

The consensus of opinion is that prices will remain steady for a long time to come, on account of the continued high cost of materials and labor. Reductions were announced recently by three cars, the Mitchell, Overland and Allen. However, Mitchell officials declared that the reduction was experimental and depended upon the post-war prices in materials.

**International Race Announced.**

Indianapolis will have its seventh annual International race on May 30. This will be the first since 1916. All of the Allied countries that were prominent in the other big race meets are expected to be represented, and the event is looked upon by the automobile enthusiasts as significant of the speedy revival of automobile racing all over the country.

**War Did Not Hurt Industry.**

Figures compiled by the Massachusetts highway commission for the first eleven months of this year show that the automobile industry in the Bay State weathered the war well. A year ago 147,301 passenger cars were registered. This year there were 160,486,

or an increase of 13,176. Trucks did even better. In 1917 26,964 were tabulated, and this year 33,011, a gain of 6,074, which amounted to nearly 25 percent.

That the war did not keep men from entering the motor field is shown by the gain in dealers. A year ago 2,379 were listed, and this year 114 more, bringing the total up to 2,493. The only decreases were in the number of examinations of chauffeurs.

**Saw Most Prosperous Year.**

The motor car in Kentucky experienced its most prosperous year in 1918, despite the war and the restriction on the production of passenger cars. The actual increase in registration was 18,454 for the year. There are now 65,870 motor vehicles in use.

**Contracts for Starters.**

The John Lauson Mfg. Co. has placed a contract with the Christensen Engineering Co., Milwaukee, Wis., for starters, and hereafter all Lauson tractors will be equipped with them.

Jan. 24-30 is the date set for the eleventh annual Milwaukee automobile show, to be held in the Auditorium.

The New York automobile show will be held in Madison Square Garden Feb. 1-8. The truck show will be Feb. 10-15.

**OAKLAND**

SENSIBLE SIX

Model 34B, Sensible Six

Touring car and Roadster...\$1285.00

4 Passenger Coupe..... 1860.00

5 Passenger Unit Body

Sedan..... 1860.00

**Oakland Motor Car Co.**1521-23 McGee Street  
KANSAS CITY, MO.**AUBURN 6-39 \$1085  
6-44 \$1535**

CHUMYS &amp; TOURINGS

"The Most for the Money"

PEERLESS LIGHT \$1890.00  
ALL THAT THE NAME IMPLIES**GRIDLEY MOTOR CO.**1624-26 Grand Ave., Kansas City, Mo.  
NEW LOCATION announced Inter.

The 1918  
Cooperative  
Tractor Catalog  
Will be Extremely  
Valuable to Every  
Dealer Interested  
in Tractors and  
Accessories.  
Free With a  
Years Subscription  
to the Implement & Tractor  
Trade Journal





# Fourth Annual National Tractor Show

Kansas City Feb. 24—March 1, 1919

*Under Direction of Kansas City Tractor Club*

Potts-Turnbull Advertising Co.,  
Kansas City, Mo.

Gentlemen:

This organization appreciates the intelligent service you have rendered us in handling all publicity and advertising pertaining to the National Tractor Shows. From the first event, held four years ago, you have given more in the way of genuine cooperation than we ever hoped for.

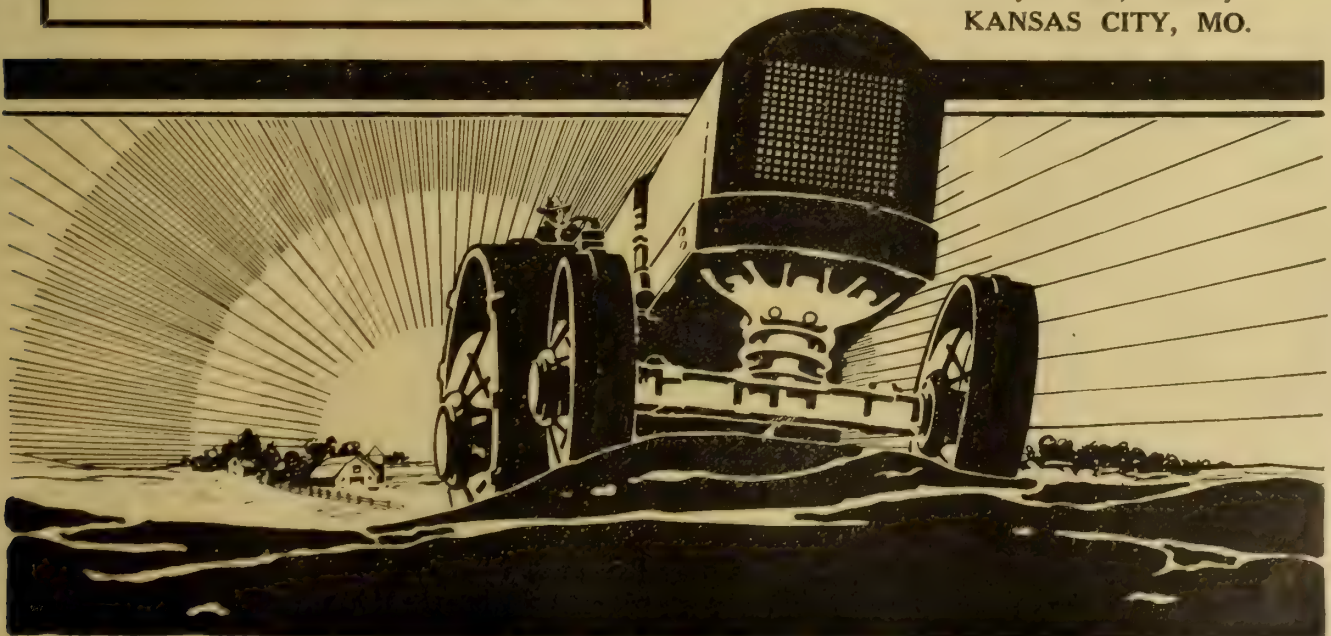
Yours truly,  
KANSAS CITY TRACTOR CLUB.  
Guy H. Hall, Sec'y.

The greatest and most comprehensive exhibition of Tractors, Tractor Accessories and Power Farming Machinery ever held in America. Building plans enlarged to give over 100,000 square feet of floor space.

*Choice Space is still available—but going fast. Write or wire at once for reservation.*

**Kansas City Tractor Club**

Guy H. Hall, Secretary  
KANSAS CITY, MO.





### Murphy Was Coasting.

An officer on board a war ship was drilling his men.

"I want every man to lie on his back, put his legs in the air, and move them as if he were riding a bicycle," he explained. "Now commence."

After a short effort, one of the men stopped.

"Why have you stopped, Murphy?" asked the officer.

"If ye plaze, sir," was the answer, "O'i'm coasting."—Boys' Magazine.

## 18th Annual



**Feby. 11-15, 1919**

Will be held in the Forum and Annexes. Over two acres of floor space—concrete and brick. The Forum and Annexes cover one-half block of ground; some of it two floors. An exceptional amount of publicity is being given this show.

Regarding space and further information write or wire

**The Wichita Thresher and Tractor Club**  
Wichita (Incorporated) Kansas

### KANSAS CITY



## Two Important Changes

### Add New Trade Managers at Both the Case and Moline Houses.

Kansas City, Mo., Dec. 28.—Two important assistant managerial changes were announced this week by implement houses here.

G. C. Weyland, manager for the J. I. Case Plow Works, announced the appointment of T. J. Hicklin as assistant manager. Mr. Hicklin for four years has been a traveler for the Case company in Colorado and has been with the company for seven years. Previous to his connection with Case he was with the Kingman-Moore Implement Co. here for five years. He is excellently equipped for the position he will occupy. The local branch now has two assistant managers, Mr. Hicklin and Carl H. Anderson.

O. P. Cochran, recently of Fort Scott, Kan., will succeed Mr. Hicklin in the Colorado territory. Mr. Cochran is well known to the implement fraternity of this section. He traveled out of Kansas City for more than ten years, having represented both the Emerson-Brantingham Implement Co. and the John Deere Plow Co.

### Announce New Trade Managers.

J. D. Watson, manager for the Moline Plow Co., this week announced the appointment of two trade managers for the local branch. B. W. Root, for some time assistant manager, has been appointed tractor sales manager. Mr. Root has been a member of the Moline organization a number of years and for a time has been devoting a major part of his attention to the line which will come under his supervision.

Harry Bixby, who for the past two years has been in Wichita, Kan., as a traveling salesman for the Moline Plow

Co., has been placed in charge of the management of sales of the horse-drawn tools manufactured by the company. Mr. Bixby has been with the company almost eight years. At the present time he is recovering from a slight case of influenza.

### Craig Sales Manager Here.

Happer Payne, sales manager for the Craig Tractor Co., Cleveland, O., was in Kansas City this week. Mr. Payne was on the last lap of a tour studying trade conditions in the Middle West. His trip to Kansas City was for the purpose of studying tractor distribution from this point.

### S. H. Velie Adds to His Farm.

S. H. Velie of the John Deere Plow Co. recently acquired the William Stallcup farm of 120 acres, southeast of Independence, for \$15,000. This, added to Mr. Velie's holdings, makes a Hereford farm of more than 1,000 acres.

### Distributes Eagle Straw Spreaders.

A. V. Nutt, distributor, with offices at the Newby Transfer & Storage Co., 1422 St. Louis Avenue, has contracted with the Kramer Rotary Harrow Co., Morton, Ill., for the distribution of the Eagle straw spreader. Mr. Nutt will distribute the Eagle spreader in the western half of Missouri and all of Kansas and Oklahoma.

### Studebaker Offices Moved.

The offices of the Vehicle Division of the Studebaker Corporation have been moved from the second to the third floor of the Studebaker Building. Manager S. B. Robertson is now ensconced in the newly decorated quarters. The general offices and departmental heads are on the same floor as is the large repository and conveniently located and arranged repair department. The company has the fifth floor for storage.

### Chamber of Commerce Recognition.

The executive committee of the Chamber of Commerce at a recent meeting signified its intention of giving greater consideration to the farm equipment in-

## TRACTOR WHEELS



All Sizes and Capacities

Mechanical detail and superior merit the result of twenty-five years of specializing in steel wheel manufacture.

We manufacture wheels to conform to special requirements of tractor builders.

Inform us of your requirements and take advantage of such help as can result only from our broad and long experience.

We also manufacture steel wheels for all other purposes.

**FRENCH & HECHT**

Successors to

Bettendorf Metal Wheel Company  
Davenport, Iowa and Springfield, Ohio

## Red Seal Dry Batteries



*Spark Strongest  
Lasts Longest*

**The Guarantee Protects You**

ASK YOUR JOBBER

Guarantee backed by

**MANHATTAN ELECTRICAL  
SUPPLY CO., Inc.**

Chicago New York St. Louis Price

Factories:  
Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.



**O. K. CHAMPION LINE**

# OK CHAMPION Potato Machinery



Our No. 25 Planter will plant a seed piece to every hill. The Cup and Dial Feed has proven dependable under all conditions.

Our No. 22 Automatic Planter has been marketed for twenty years.

**DEALERS,**  
Secure your contracts now for the O. K. CHAMPION Cutters, Planters, Sprayers, Diggers, including Engine Drive Diggers.

**CHAMPION POTATO MACHINERY CO.**  
140 Chicago Ave. HAMMOND, INDIANA

**SATISFACTION**

**Q U A L I T Y S E R V I C E**

## Modern Way Furnaces

### MAKE WARM FRIENDS



Implement Dealers have found that a **Good Pipeless Furnace** is equal to any line they can handle.

Because it brings new customers, and good profits; is easy to sell; easy to install; no mechanic or special tools required. Shipped complete.

Get our terms and territory proposition today.

**S**imple to install. Safe to operate. Sure to satisfy.

**The Modern Way Furnace Company**  
FORT WAYNE, IND.

Shipments made from warehouses at  
Kansas City, Mo., St. Paul, Minn., Ft. Wayne, Ind.  
and Akron, Ohio.

# Cleveland Tractor

SIX million American farms are being pushed to the limit to produce food for the world.

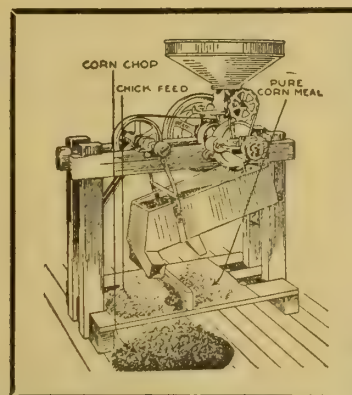
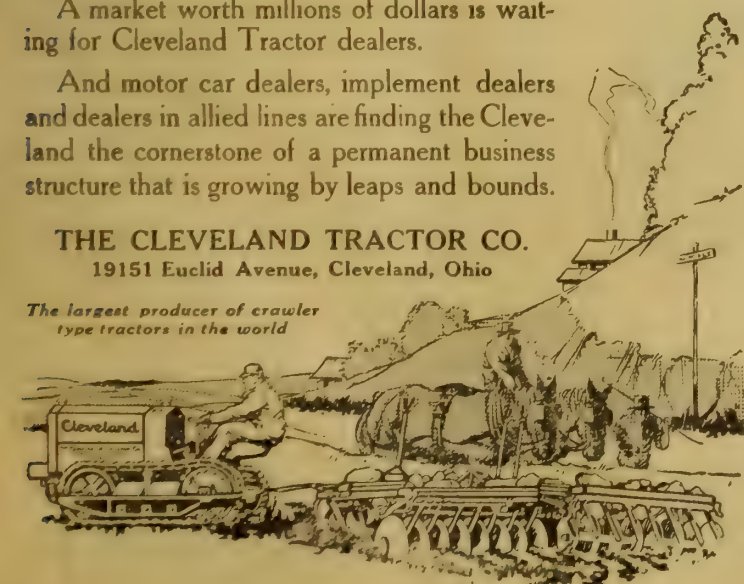
And the farmers, encouraged by big profits, are buying labor-saving devices of all kinds to help them tide the world over the food crisis in the face of the greatest labor shortage they have ever known.

A market worth millions of dollars is waiting for Cleveland Tractor dealers.

And motor car dealers, implement dealers and dealers in allied lines are finding the Cleveland the cornerstone of a permanent business structure that is growing by leaps and bounds.

**THE CLEVELAND TRACTOR CO.**  
19151 Euclid Avenue, Cleveland, Ohio

*The largest producer of crawler type tractors in the world*



*Introducing  
the New  
Liberty Mill*

*Made in 7 Sizes*

**The One Mill That Meets Every Requirement and Sells Every Prospect**

Put one on your floor—display it—let your trade test it and watch the sales multiply.

This mill grinds any small grain grown, making the finest table meals and flours as well as any grade or combination of Stock Food desired.

**Made in 7 Sizes**

You can successfully meet all competition for you will have a complete line of unusual advantages.

Get our proposition and complete description of this profit maker.

**Diamond Grinder Co.**

310-12 E. 4th St.

Cedar Falls, Iowa



terests of the city by authorizing the appointment of an agricultural implement committee. The committee will be under the Industrial Division, of which S. B. Robertson, as vice-president of the Chamber of Commerce, is the nominal head.

The committee appointed: M. J. Healey, chairman; Edwin Downes, vice-chairman; J. D. Watson, R. W. Johnston, L. T. Yount, F. C. Turner, R. F. Crawford, James Patrick Smith, H. P. Harbison and E. O. Faeth. It is intended that the committee shall be organized immediately after the first of the year and hold regular weekly meetings at which matters pertaining to the industry locally.

### Implement Club Will Meet.

The Kansas City Implement, Vehicle and Hardware Club will hold a meeting Monday night, Jan. 6, at 6:30 o'clock at the Baltimore Hotel. The regular meeting date was advanced in order that the membership might give early consideration to some of the questions which will arise in connection with the annual convention of the Western Retail Implement, Vehicle and Hardware Association to be held Jan. 14, 15 and 16.

At a recent session of the executive committee Edwin Downes, Parlin & Orendorff Plow Co., was elected chairman. The membership of the committee: James Patrick Smith, Rock Island Plow Co.; R. W. Johnston, International Harvester Co.; Harry A. Faeth, Faeth Iron Co., and A. A. Kramer, Columbian Steel Tank Co. The executive, entertainment and finance committees held a meeting this week and considered the preliminary

plans for the entertainment of the dealers who will attend the Western convention.

### Will Hold Tractor Club Session.

The Kansas City Tractor Club will hold its regular monthly meeting Monday night, Jan. 6, at 6:30 o'clock at the Hotel Muehlebach. The club will consider the proposed new by-laws.

### R. R. Powers' Mother Dies.

In less than a month after the death of her husband Mrs. C. A. Powers, mother of R. R. Powers, manager for the Aultman & Taylor Machinery Co., died at her home in Stockton, Mo. Mrs. Powers died Dec. 23. She was about 63 years old. Her death is believed to have been due to grief over the loss of her husband.

### A Valuable Patent.

An old colored minister announced that he had invented an automatic collection basket, which would be passed around by the deacons of his church. "It is so arranged, my brethren," said he, "dat if you drop in a quatah or half dollah it falls noiselessly on a red plush cushion; if you drop in a nickel it will ring a bell dat can be distinctually heard by de entiah congregation; but if you let fall a suspender button, my brethren, it will flash off a pistol."—Eastern Dealer.

### What It Means.

A colored "rookie" was visiting his home in Pittsburgh at the time of the big T. N. T. plant explosion.

Just after the explosion, he was seen beating it at full speed through the union station and up to the ticket office.

"Gimme a ticket, boss, and I'se in a pow'ful hurry," he shouted.

"To what station?" asked the agent.

"Just as far as you'll take me, boss. Ain't you done heard about that T. N. T. explosion?"

"Sure, I have, but what's that got to do with you?" asked the agent.

"I don't know what it means to you white folks, boss," he said, "but to us cullud soldiers T. N. T. means Travel, Niggah, Travel."—Judge.

### Had Reached Her Limit.

A miner lodging at a certain house on the outskirts of the northern provincial city has a penchant for music. A friend called to spend an evening with him, and after a varied program of music had been gone through, and he was letting his friend out at the street door, he remarked, "Aa'm thinkin' o' gettin' a pair o' dumbbells, Georgie; will ye come an' practice wi' me?"

This was too much for the long suffering landlady. "Ye hev a pianner, a fiddle, an' a trumpet," she shouted down the stairs. "No mair music instruments cums inter this hoose."—London Tattler.

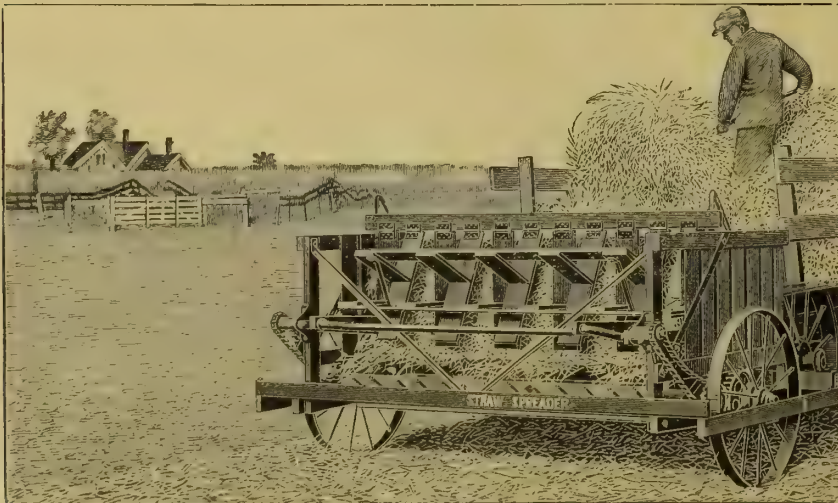
### Hard Work.

"I want you to understand that I got my money by hard work."

"Why, I thought it was left you by our uncle."

"So it was, but I had hard work getting away from the lawyers."—Baltimore Evening Sun.

## SPREADING STRAW brings \$12 —MORE to \$25 PER ACRE



Meet Us at  
Dealers'  
Convention,  
Jan. 14, 15,  
16, 1919,  
and  
Tractor  
Show,  
Feb. 24—  
March 1,  
1919.

Ten to Twenty Acres a Day Can Be Easily Covered Spreading Straw with the Eagle.

### SOLD ALL OVER the UNITED STATES

DEALERS! Your prospects for straw spreader sales are hot. Sell the machine that is half sold to the farmers before you see them. Another big national advertising campaign has just been released on EAGLE STRAW SPREADERS. Place your orders now for the EAGLE—the spreader that is in the lead. 4,000,000 (four million) farmers are being told about the EAGLE. Be in a position to sell the EAGLE to the farmers in your territory. If we have no dealer in your territory—WRITE TODAY FOR OUR SALES PROPOSITION.

**KRAMER ROTARY HARROW CO., Dept. T. Morton, Illinois**  
DISTRIBUTORS IN ALL PRINCIPAL CITIES

The farmers of America are just gaining knowledge of the fact that SPREADING STRAW is the MOST BENEFICIAL FARMING OPERATION they can perform to produce BIGGER YIELDS and to RESTORE THE FERTILITY to their lands. From \$12 to \$25 more per acre is a common report of the results received from larger yields by spreading straw with the EAGLE STRAW SPREADER.

It has been proven to get the best results the straw MUST BE SPREAD by a machine spreader.

### EAGLE STRAW SPREADER

The most efficient spreader made—the easiest to operate—the EAGLE STRAW SPREADER is the machine the farmers are now looking for. It attaches to any wagon—drives and travels on its own wheels—a boy can operate it—spreads straw 8 feet wide on windiest days.





# STEEL

## DEMAND *vs.* SUPPLY

Live merchants will not "Wait to see what's going to happen." They will go ahead and take care of their regular business in their regular way.

So long as steel mills are as busy as they are now, prices will not drop. In fact, PRICE IS NOT THE MAIN QUESTION. Supply is much more important, for DEMAND far Exceeds the supply now and is likely to do so for a long time to come. No new prices have been made on steel since the armistice has been signed and the mills are not soliciting nor asking for orders.

There are a good many reasons for this enormous demand, for example: the foreign demand, France must be rebuilt, Belgium must be restored, so must Italy and all the other countries devastated by the war.

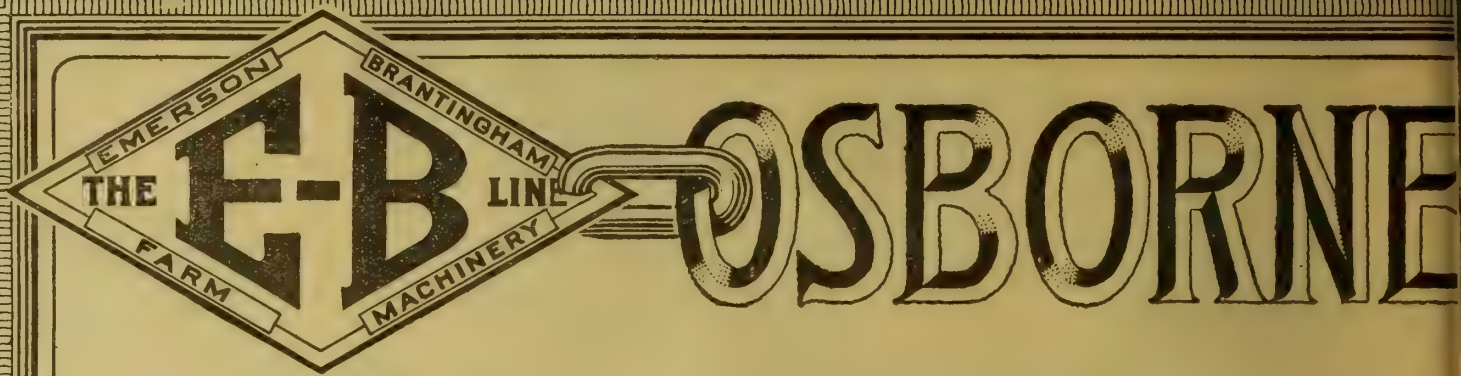
Rebuilding these countries must be done quickly. To do this great quantities of steel must be used. The United States is called upon to furnish the bulk of this material. Already huge contracts are being considered. Then steel will be more in demand than ever.

A special tank proposition at this time will interest live dealers. We are fortunate enough to have a fair stock of tank material on hand AND RIGHT AT THIS TIME we are able to make a very attractive tank proposition to dealers who will co-operate with us.

Live dealers will surely be interested. If YOU are, write us at once for our special tank deal.

**BUTLER MANUFACTURING CO.**  
**KANSAS CITY** **MINNEAPOLIS**





**T**HE union of the E-B and Osborne lines puts up to the dealers the most complete line of farm implements in the world and—

The biggest plan for dealer profits and the surest business future ever offered the implement trade.

Osborne Harvesting Machines—grain binders, corn binders, reapers, mowers and hay rakes—are respected by every man who knows farm machinery. They

are worthy companions to the E-B line of tractors and general farm machinery.

You, Mr. Implement Dealer, should find out what your opportunity is for 1919 as an E-B representative.

The line, the terms, the margin and *A Strong Advertising Campaign in Pages and Two-third Pages in Best Farm Papers* will make your success complete.



E-B  
Osborne  
Corn  
Binder

E-B Osborne  
Mower



E-B Osborne Reaper



E-B Osborne Hay Rake



# Linked Together in a Big-Profit Plan for Dealers

A wonderful series of booklets, catalogues, folders, in colors, for your use locally. A campaign of co-operation that assures sales. A system of branch houses standing behind you with E-B service wherever you are.

## Get the E-B Plan. Write

today. We are giving details to men who are strong enough in their communities to make use of and profit by this campaign. Write today.

**Emerson-Brantingham Implement Co., Inc.** ROCKFORD, ILLINOIS

*Branches Located in the Most Convenient Distributing Centers*

### EASTERN BRANCH

Harrieburg ..... Pennsylvania

### SUB-BRANCHES

Syracuse ..... New York  
Trenton ..... New Jersey  
Baltimore ..... Maryland  
Salisbury ..... North Carolina

### TRANSFER STOCK AT

Auburn .... New York	Burlington ..... Vermont
Albany .... New York	Presque Isle ..... Maine
Batavia .... New York	Pittsburg ... Pennsylvania
Waterloo .. New York	Richmond ..... Virginia
Boston .. Massachusetts	Parkersburg . West Virginia
Columbia ..... South Carolina	



E-B Osborne Grain Binder





## Hudson Co. Adds to Line

### Buys Out Whitman & Barnes Garden Tools and Plans Extensive Trade.

Minneapolis, Minn., Dec. 26.—Formal announcement is made of an important contract which has just been closed between the Hudson Mfg. Co., Minneapolis, and the Whitman & Barnes Mfg. Co., of Akron, O. By the deal, the Hudson company purchases the Whitman & Barnes Diamond line of single and double wheel garden cultivators, garden plows,

etc., including the full Whitman & Barnes line of garden tools. This line is to be combined with the line of garden seeders and drills which the Hudson company recently purchased from the F. Blocki Co. of Sheboygan, Wis.

The combination gives the Hudson company a complete assortment of garden tools all of which are exceptionally well known to the trade everywhere, not only the entire United States, but also in many foreign countries. The company plans to develop its foreign business energetically in all parts of the world as soon as the transportation problem is in such shape that export trade can be handled to good advantage.

Goods will be sold to the trade in the territory adjacent to the home office at Minneapolis and the branch house at Omaha, through the organizations working out of these two houses. In all other

territory, the goods will be sold through jobbers along the same manner as the company's sprayers are now being handled. A complete new catalog of the sprayer and garden tool lines is now on the press.

### Club Makes Convention Plans.

The Twin City Implement, Vehicle and Hardware Club held a meeting last week to consider plans for the convention of the Minnesota Retail Implement Dealers' Association, which will be held Jan. 6-9. The prevailing influenza has prevented earlier meetings.

### Holiday Season Halts Business.

The holiday time has rather held up all activity in the implement line, though a reasonable number of orders for spring delivery are being received. Visitors from either retailers or factory representatives have been few and far between of late. All seem to be waiting for the coming retail convention of the Minnesota dealer. Indications point to the biggest attendance of any convention of recent years. There are so many things which have come up in connection with war conditions and the reconstruction period, that the members of the trade who are alert will want to learn all that is available.

### The Future Is Promising.

General conditions for the retail business are very promising. The fixed price for wheat means much to the farmer, and consequently to the dealer who supplies him. As a result, there will doubtless be as large an acreage of wheat the coming spring as there was a year ago, and some reduction in potatoes and other crops. Potatoes have been something of a disappointment to growers, not that they have been exceptionally low, but that they did not go as high as had been hoped. There is quite a tendency in some section, particularly in northern Minnesota, to put in sheep on cut-over lands. Stock raising will call for some equipment of various kinds during the season.

### Tractor Grows in Favor.

Experimenting with tractors is extending further and further as the machine gets better introduced. The coming season promises to be an active one with the small garden tractor machines, of which several have been introduced, but were held back because of the war conditions. At least two or three firms that have been marking time are ready to go ahead with their machines and expect to be putting them on the market soon. Larger machines are constantly growing in favor.

Good progress is being made on the new building at the plant of the Keller Mfg. Co. in northeast Minneapolis.

A strike of telephone operators has been on in Minneapolis and St. Paul for some time, which has handicapped local service seriously, and has had some effect upon long distance service. As retail dealers have been utilizing long distance to a greater degree right along, some of them have suffered from the unsatisfactory service.

### Did 'em All.

Grocer—Did that watermelon I sold you do your whole family?

Customer—Very nearly. The doctor is calling yet.—Boston Transcript.

## Clean the Air Your Tractor Breathes



# Bennett CARBURETOR AIR CLEANER

**THE** dust your tractor breathes is as abrasive as emery. It is the cause of 90% of internal engine trouble.

When dust killed one of his new tractors in six weeks, a well known tractor manufacturer rebelled. We invented the Bennett Carburetor Air Cleaner to solve his problem.

The Bennett Carburetor Air Cleaner removes dust and sand from the air before it enters the carburetor. The motor suction draws the air through openings in the side of the cleaner into spiral tubes having a downward pitch. These give the air a whirl, so that centrifugal action and gravity

throw the dust down into the container while the clean air passes upward into the carburetor.

The Bennett Carburetor Air Cleaner gives longer life and greater efficiency to tractors. More than 40,000 are in use. Tractor manufacturers recognize it as a necessity. Write for information today.

### Bennett Kerosene Carburetor

**FOR** seven years the Bennett Kerosene Carburetor has been building success for the tractors using it. Tractor buyers demand kerosene tractors. Kerosene tractors demand kerosene carburetors. No make-shifts will do. Write for information.

**WILCOX-BENNETT CARBURETOR CO.**  
Specialists in Kerosene Carburetors  
*Minneapolis*



# **The Implement and Hardware POLICY      HOLDERS**

OF THE

**Minnesota Implement Mutual Fire  
Insurance Company**

WILL RECEIVE A

# **DIVIDEND**

## **OF 50%**

**On Policies Expiring in 1919**

If you are not participating in the above saving and would  
like further knowledge of our plan address

**C. I. BUXTON, Secy.**

**Owatonna,                      -                      -                      -                      Minnesota**

**For State Association Members**

*A Department of the Minnesota Implement Dealers Association*



# "NORMA" PRECISION BALL BEARINGS

(Patented)



In any machine, maximum serviceability can be had only when each link in the chain from power to performance has a capacity for its functions ample for every emergency. A consistent factor of safety must obtain throughout. And it is not unusual to find that a very inconspicuous part bears a tremendous burden of responsibility—may, by its failure, cripple the whole mechanism.

The bearings in ignition apparatus and lighting generator of a car, truck, tractor, power boat or airplane are vital to the machine's performance—can make or mar its record. Therefore, builders of dependable electrical apparatus, knowing "NORMA" dependability in speed service, have standardized on "NORMA" Ball Bearings.

BE SURE. See that your Electrical Apparatus is "NORMA" equipped

## THE NORMA COMPANY OF AMERICA

1790 BROADWAY  
NEW YORK

CALL, ROLLER, THRUST, COMBINATION  
BEARINGS.

## AMONG THE DEALERS

### Missouri.

De Soto.—Farmers' Union Store will move its stock to the Boyd Street corner after the building has undergone remodeling.

Cole Camp.—Wickens & Viets have succeeded Viets & Harms in the implement and hardware business.

Shelbyville.—N. C. Miller & Son suffered a \$6,000 loss by fire recently.

Princeton.—Stacy Bros. have moved their stock, which includes heavy farm implements, cream separators and washing machines, to the Stanley Building.

Montgomery City.—Union Hardware Co., which handles implements also, has been incorporated with a capital of \$10,000 by Messrs. Sabourin, Kidwell, Roth and S. L. Jennings.

Callao.—C. A. Pool suffered a \$4,000 loss on his implement stock and warehouse through fire recently.

Cole Camp.—Viets & Wilckens have succeeded Viets & Harms in the implement and hardware business.

### Nebraska.

Columbus.—John P. Birkel purchased the implement and paint stock of Herman G. Person.

Creighton.—The new building being erected by E. A. Roemer, an implement, hardware and automobile dealer, is nearly ready for occupancy.

Crawford.—Crawford Supply Co. is closing out its implement and general merchandise business.

Howells.—Baumert & Boger have discontinued their closing out sale and will install a new and large stock of implements, hardware and furniture.

Neligh.—Neligh Hardware & Implement Co. has been incorporated with a capital of \$10,000.

### North Dakota.

Forbes.—The Forbes implement business will be sold on account of the death of its secretary and manager, A. J. Koenig.

### Oklahoma.

Guthrie.—Pearle Long and W. H. Coyle have dissolved partnership and the business will be continued under the name of the W. H. Coyle Co.

### South Dakota.

Wessington Springs.—Addison & Gibbs purchased the implement and hardware stock of J. B. Collins.

### Texas.

Mt. Calm.—Mt. Calm Hardware Co. is remodeling and improving its store.

Alvord.—Alvord Hardware Co. purchased the implement and hardware stock of the S. M. Ward, Frensley & Mullins and the heavy hardware line of J. R. Rhyne.

## HOUSE LITERATURE

### Book Will Make Sales.

One of the most artistic and interesting of the recent publications is a large 86-page booklet on lightning prevention methods, issued by the W. C. Shinn Mfg. Co., Chicago, Ill. The book is a triumph of the printer's art and cannot help but arouse increased interest in the

Shinn products and promote the cause of lightning protection. The book contains a brief, readable history of the study of lightning disasters and invention of protective appliances, a discussion of the various kinds of appliances and instructions on their proper installation, and descriptions and illustrations, many in colors, of the Shinn static machines, lightning rods, vanes, cables and other products.

### Greenfield Catalog Out.

A handy little catalog of small tools has been issued by the Greenfield Tap and Die Corporation, Greenfield, Mass. It is attractively presented and contains a history of the company, illustrations of the plant, and much general information in addition to the descriptions of the tools. This catalog lists the com-

### Wichita Supply Co.

BELTING, PACKING, WIRE  
CABLE, THRESHER SUPPLIES

Phone M. 537 Wichita, Kas.

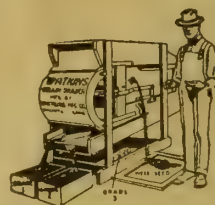
## BULLER-COUPLER



A perfect, automatic hitch for Tractors, Trucks, Automobiles, Threshers. Can be easily attached to any tractor, truck or trailer.

A STANDARD EQUIPMENT.

BULLER COUPLER COMPANY  
Hillsboro, Kansas



## Watkins Grain Grader

Cleans and Grades all kinds of Grain and Seeds. Separates Mixed Grains. Takes out Dockage. No other machine like it.

Large Capacity

Indorsed by Elevator Men, Government Grain Inspectors and every farmer who owns one.

Made in Two Sizes

Dealers Write for Exclusive Agency

Watkins Mfg. Co. 242 South Wichita St.  
WICHITA, KANS.



## ASBESTOS BRAKE LINING

Equal to any tractor duty; because it is better made in the best equipped brake-lining factory in America.

We can make any width up to 6 ins.

STAYBESTOS MFG. CO.

5549 Lena St.

Philadelphia



pany's line of taps, dies, screw plates and reamers. Other lines manufactured by the company, including pipe tools, machine tools and gauges, are listed in three separate catalogs. A pocket edition of the small tools catalog is now ready and will be supplied to jobbers and dealers for general distribution to the trade.

### Another Viking Booklet.

In addition to its catalog of Viking cream separators, recently issued, the Swedish Separator Co., Chicago, Ill., has issued a smaller booklet, also attractively illustrated and printed in colors.

## Malleable Iron Castings

QUALITY AND SERVICE

JAMES F. WALSH

32 N. Clinton St.

Chicago, Ill.

## CULLMAN SPROCKETS

AND DIFFERENTIALS

In Stock and to Order

Diamond, Whitney, Baldwin, Duckworth, Culver-Taylor, Jeffrey and Coventry Chains, Block, Roller and High Speed Silent types on hand. Catalog

CULLMAN WHEEL CO.  
1347 Alhoid Street, CHICAGO



## THE SELF-OILING WINDMILL

has become so popular in its first three years that thousands have been called for to replace, on their old towers, other makes of mills, and to replace, at small cost, the gearing of the earlier Aermotors, making them self-oiling. Its enclosed motor keeps in the oil and keeps out dust and rain. The Splash Oiling System constantly floods every bearing with oil, preventing wear and enabling the mill to pump in the lightest breeze. The oil supply is renewed once a year.

Double Gears are used, each carrying half the load. War greatly increases demand for this cheap labor and inexpensive power, who is on the job night, day and Sunday. Board costs nothing. We make Gasoline Engines, Pumps, Tanks, Water Supply Goods and Steel Frame Saws. Write AERMOTOR CO., 2500 Twelfth St., Chicago



## MYERS CUSHION TIRE STORE LADDERS

Where Space is limited—Where rents are high—Where stocks are large and varied—Where service is essential and time has a value—Where the prevailing spirit is "Modern Methods" and Progressiveness—There is a place for the Myers Noiseless Cushion Tire Store Ladder for its permits every inch of wall space being utilized for shelving or storage bins—it brings the top-most shelf within sale, easy, quick reach of clerks and stock keepers—it saves unlimited time and gives your customers better service. Neat and nicely finished—Strong and reliable—Wide tread steps, rubber tires on trolleys and floor travelers—Light running and noiseless—For retail or wholesale houses, manufacturing and storage plants. Colored Circular and prices on request. F.E. MYERS & BRO. ASHLAND OHIO.

## ANSWERS

### This Service Free to Subscribers.

In asking about repairs, give number and description of each part. If the name of the manufacturer cannot be given, try to give numbers and descriptions of other parts on the same tool or machine. The less left to guesswork the better. For immediate reply, enclose stamped, self-addressed envelope. Send all inquiries to Implement & Tractor Trade Journal, Graphic Arts Bldg., Kansas City, Mo.

### Aladdin Oil Lamps.

O. W. CHILDS, Douglas, Okla.: Aladdin oil lamps are made by the Aladdin Lamp Corporation, New York City.

### V119 for Corn Sheller.

COWGILL HARTWARE & IMPLEMENT CO., Cowgill, Mo.: V119 is a large gear wheel for a corn sheller made by the Freeman Mfg. Co., Racine, Wis., where your order has been sent.

### Sub-Soil Attachment for Plow.

E. R. WILLITS, Tulsa, Okla.: A sub-soil attachment for a plow is made by the Wm. F. Hartig Plow Co., Evansville, Ind.

### Repairs for Falk Engine.

GEO. E. BEATTY & SON, Maysville, Mo.: Repairs for the Falk engine can be obtained from the Advance-Rumely Thresher Co., Kansas City, Mo.

### No. 930C for Disk Harrow.

CARL ZIEMBA, Silver Creek, Neb.: No. 930C is a plain round standard for a disk harrow made by the Grand Detour Plow Co., Dixon, Ill. Repairs can be supplied by the Sterling Mfg. Co., Omaha, Neb.

### J563 for Furrow Opener.

GRIFFITH & CO., Paola, Kan.: J563 is a disk saddle for a furrow opener made by the South Bend Chilled Plow Co., South Bend, Ind. Repairs can be supplied by the South Bend Chilled Plow Co., Kansas City, Mo.

### Repairs for Little Duke Lister.

GEO. J. HELLER, Kanona, Kan.: Repairs for the Little Duke lister can be supplied by Martin & Kennedy, Kansas City, Mo.

### P352 for Disk Harrow.

SHABEL LUMBER CO., Glendive, Mont.: P352 is the left hand axle box for a disk harrow made by the Massey-Harris Harvester Co., Batavia, N. Y. Repairs can be obtained from the Fargo, N. D., branch.

### Repairs for Hapgood Disk Plow.

WILLIAM JEVONS, Wakefield, Kan.: Repairs for the Hapgood disk plow can be supplied by the Hapgood Plow Co., Alton, Ill.

### Repairs for Bissell Disk Plow.

BALDWIN MFG. CO., Sparta, Mich.: Repairs for the Bissell disk plow can be furnished by the Ohio Cultivator Co., Bellevue, O.

### WHO KNOWS ABOUT THESE?

H. A. PRICE & CO., Everest, Kan., ask who makes a sulky plow that has a part numbered 2636.

ED HOCKADAY & CO., Custer City, Okla., inquire the name of the company that handles repairs for Smith's Best cream separator.

SCHULTZ & GOODMAN, Bondville, Ill., want repairs for the Sampson buggy.

ED THOS. HRUBESKY, Schuyler, Neb., asks who makes a pump jack that operates with a worm gear.

G. P. BRANDT, Harlingen, Tex., wants repairs for a plow that has the handle braces numbered 1901 and 1110.

THE PIONEER MERCANTILE CO., Raton, N. M., ask who makes a potato digger with a sacker attachment.



## LEWIS VALVES

### CAN'T BE BEAT

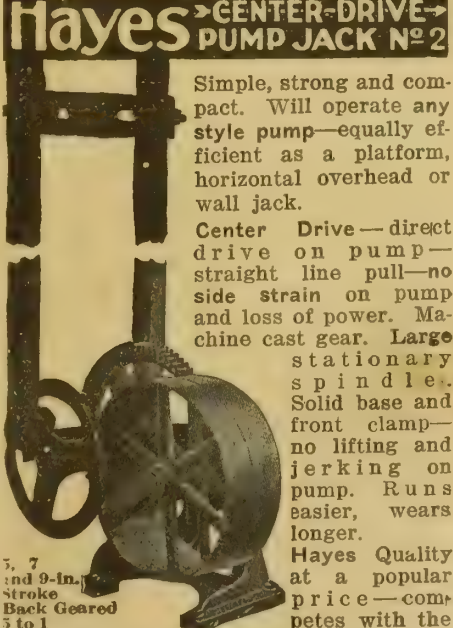
The Lewis Steel Products Company  
4080 Detroit Ave.  
TOLEDO - - - OHIO

## Sheet Metal Stampings

Heavy and Light

We have the largest presses in the industry especially adapted to make Truck, Tractor and Implement Stampings, also a complete and modern plant for annealing, case hardening, nickel plating and electric and oxy-acetylene welding. Estimates cheerfully furnished on your requirements

The Bossert Corporation  
UTICA, N. Y.



## Hayes CENTER-DRIVE PUMP JACK No. 2

Simple, strong and compact. Will operate any style pump—equally efficient as a platform, horizontal overhead or wall jack.

Center Drive—direct drive on pump—straight line pull—no side strain on pump and loss of power. Machine cast gear. Large stationary spindle. Solid base and front clamp—no lifting and jerking on pump. Runs easier, wears longer.

Hayes Quality at a popular price—competes with the cheapest jack—special features unequalled at any price—the one compelling pump jack value.

You pay less, give more, get more. Order sample today. You will order by the dozen later on. Stocks at trade centers.

HAYES PUMP & PLANTER CO., Galva, Ill.

MEYERCORD  
GENUINE

DECALCOMANIA

QUICK SERVICE  
"AMERICAN MADE"



## A - MIXED - LINE - OF - BROAD - GRINS - AND - WHEEZES

## Strictly Cash Basis.

Shortly after the reconstruction period began an old Southern planter met one of his negroes whom he had not seen since the latter's liberation.

"Well, well!" said the planter; "what are you doing now, Uncle Josh?"

"I'se a-preaching ob de gospel."

"What! You preaching?"

"Yassah, marster, I'se a-preachin'."

"Well, well! Do you use notes?"

"Nossuh. At de fust I use notes, but now I de-mands de cash."

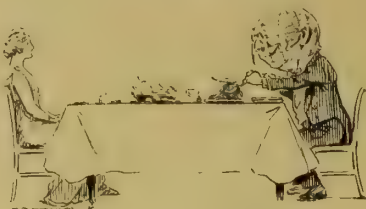
## The Last Word.

In a London 'bus, a man in civilian's garb arose and offered his seat to a woman.

"I never accept favors from slackers," she said, witheringly.

"Madam," he replied blandly, "I was all through Gallipoli, and if we'd had as much powder as you have on your face, we'd have got to Constantinople in no time."—Westminster Gazette.

## A WELCOME DAY



"Ha! ha! No more meatless days, my dear."—Life.

## The Demonstrator's Difficulties.

"What is all that row about that's going on over at your place, Tommy?" asked a neighbor.

"Why, ma's settin' hens," explained Tommy, with a glance toward the barn from which came the sound of angry voices, "an' pa's farm demonstrator an' he's tryin' to show her how to do it scientife'ly."—Country Gentleman.

## Seemed Reasonable.

Bridget had proved to be all that a servant should be in regard to her duties; but, unfortunately, her energies never seemed to extend to keeping her own face clean.

Her mistress desired to tell her to wash her smutty countenance, but, not wanting to offend such a treasure, she resorted to strategy.

"Do you know, Bridget," she remarked, in a confidential manner, "that if you wash your face in hot, soapy water, it will make you beautiful?" "Shure, an' it's a wonder ye niver thried it yersilf, ma'am," was Bridget's surprised answer.—Sketch.

## The Fount of Knowledge.

"Pa, what is repartee?"

"Repartee, my son, consists of thinking, when it is too late, what we might have said if we had only thought of it in time."—Cassell's Magazine.

## WANTS and OPPORTUNITIES

"Positions Wanted" free to subscribers only. All other notices TWO CENTS PER WORD, each insertion, and MUST BE ACCOMPANIED BY THE CASH to insure publication.

Each initial or abbreviation counts a full word.

In answering "keyed" ads please enclose postage for forwarding.]

## A-1 Opportunity

For one or more men familiar with hardware, sporting goods, house furnishings, or auto accessories to purchase a high class, well established trade magazine, carrying large volume of business. Splendid future. Will pay good interest on investment. \$75,000.00 cash required. Address Box A, care Implement & Tractor Trade Journal. 12-28-2t

## FOR SALE.

**For Sale**—Splendid hardware and implement business in prosperous section of Missouri. Has good trade in rich agricultural district. Ill health only reason for selling. Address A. M., care Implement & Tractor Trade Journal. 12-28-3t

**For Sale**—A Model "Q," 12-20 Emerson tractor with 3-14" plows, also power lift attachment, all new, and in first class shape. We received this tractor last December and it is a 1918 Model. Price \$1,350 cash, f. o. b. car, our track. This is a real bargain. Address F. D. S., care Implement & Tractor Trade Journal. 12-28-3t

**For Sale**—At a liberal discount, a new stock of Moline and Oliver farm implements, Weber wagons, invoicing about \$5,500. No repairs. Located at Shattuck, Okla. B. G. Jones, 528 Liberty Bank, Oklahoma City. 12-28-1t

**For Sale**—An Avery eight-bottom, 14-inch power lift plow with extra shares. Has been used very little. Price \$500. C. F. Ewert, Columbus, Nebr. 12-28-2t

**For Sale**—Champion account register. In fine shape. 200 accounts. Price \$100. L. H. Riley, Holt, Mo. 12-28-2t

**For Sale**—One 20-40 Minneapolis Kerosene tractor. Almost new. Plowed 70 acres, threshed ten days. One Avery five-bottom 14-inch Independent Beam Heavy Duty engine. Gang with breaker and stubble bottoms. Will sell the outfit complete as above for \$2,350, f. o. b. Menno, South Dakota. For particulars write Pfeifle Bros. Implement Company, Menno, South Dakota. Mention Implement & Tractor Trade Journal. 12-28-3t

**For Sale**—Carriage, implement and

blacksmith business in a lively town of 6,000. Railroad center; located on Colorado River. Fine farming country, healthy. Doing a good business. Will sell half interest or the entire business. Good reason for selling. Address all letters to P. O. Box 608, Smithville, Texas. 12-7-tf

**For Sale**—54 "Vertical Lift" Mowers, manufactured by the Walter A. Wood Company. The price is \$77.32 each, f. o. b. Havana, Cuba. We also have some repairs that we will sell at reasonable figures. Please get in touch with us at once. Address the Victor G. Mendoza Company, Apartado 1670, Cuba, No. 3, or send your inquiries to Mora & Mendoza, 111 Broadway, New York. tf

## POSITIONS WANTED.

**Wanted**—Position as manager or salesman in retail hardware and implement house. Thorough experience. Can furnish first class references. Prefer Southwest Missouri or Northwest Arkansas. Address "Springfield, Mo." care Implement & Tractor Trade Journal. 12-7-3t

**Wanted**—Position in export department of tractor company, by man 28 years old, with three years' experience selling tractors and implements in Spanish speaking country. Knows English (was educated in U. S.) and ways to deal with Latin-Americans that will increase sales down south. Address A. M. C., care Implement & Tractor Trade Journal, Kansas City, Mo. 12-7-tf

**Wanted**—Position with implement and hardware concern. Have had seven years' practical experience. Am able to handle any part of the business. Am expert on tractor and general repairs. Address F. J. N., care Implement & Tractor Trade Journal. tf

## HELP WANTED.

**Wanted**—General Sales Manager for Farm Tractors. Must have had extensive tractor sales experience, and be able to market a large output of extra high grade 3-4 plow tractors at a reasonable sales expense. Do not answer unless you can handle a big job in a big way. Applications must give full history of applicant and reference. The remuneration will prove attractive to an exceptionally high grade man. All communications strictly confidential. Address A. C., Implement & Tractor Trade Journal. 12-28-3t

**Wanted**—Experienced man to work in retail implement store; state age and salary wanted in first letter. Address C40, Implement and Tractor Trade Journal. 12-14-3t

**Wanted**—First class tractor salesman (none other need apply) with leading implement firm in Omaha. Good territory. Address Box LL, Union Station, Omaha, Neb. 12-7-tf

**Wanted**—Side line salesman to handle our "Little Daisy" clod fender in Kansas, Oklahoma, Texas and Arkansas. Liberal

commission; quick seller. Munson Mfg. Co., Winterset, Ia.

## MISCELLANEOUS.

**Exchange**—Dividend paying stock in good manufacturing concern for hardware and implement stock in good farming community. This is not trading stock. Will bear investigation. Address 1024 Jefferson Building, Peoria, Ill. 12-28-3t

**Wanted to Exchange**—Implement or Implement and Hardware business in exchange for good income property in Kansas City, Missouri. Thirty-five or sixty thousand dollar deal. Dehoney Hay & Grain Co., Station "A," Kansas City, Mo. 12-21-2t

**Attention, Salesmen**—Carry sample of our product in your coat pocket and show it to your trade on just one trip. The result will prove more than we can tell you. This product is invaluable for keeping machinery in good order. There is nothing else like it on the market and you can prove its value in a moment's time. Appeals to every dealer, whose farmer customers are all prospects. One sale means repeat orders. Dealer himself can use to advantage in keeping machinery stock in condition. Good profit assured. Will not interfere in any way with your present work. Full information upon request. Address C. W. H., care Implement & Tractor Trade Journal. 12-21-18-tf

**Will Trade For Stock**—One of the large implement jobbers has a 1,200-acre stock ranch 100 miles east of Kansas City on the main line of the Rock Island; about 300 acres in cultivation, the balance pasture; fenced and cross fenced with hog-tight barb wire and woven wire; two full sets of improvements. This is an excellent stock ranch; cheap at \$30,000, clear of encumbrance and they would be willing to trade for a good stock of farm implements well located in any good farming district either in the Kansas City or Omaha territories. Object would be with the right stock and the right location to locate a retail implement house. The ranch can be divided into two, one of 720 acres and the other of 480 acres, each well improved. Anyone interested address L. E. A., care Implement & Tractor Trade Journal, 1112 Woodman Bldg., Omaha, Neb. 12-7-4t

**Important Service Offered**—Road building reports covering all new road construction and every kind of new building can be had every day for \$2.50 per month. Also information service, giving names of new dealers, business changes, etc. Sample set of reports and sample copy of the construction news weekly of the Northwest sent free. Address The Improvement Bulletin, Minneapolis, Minnesota.



South  
Dakota

Western  
Iowa



OMAHA  
AND  
COUNCIL BLUFFS  
SECTION

OMAHA OFFICE

Implement & Tractor  
Trade Journal

1112 Woodmen Building  
A. E. LONG

EDITOR AND MANAGER

Wyoming

Nebraska

1918



# Renfrew Cream Separators



**LOW SUPPLY TANK.**  
**HIGH CRANK** easy for operator.

**CURVED WING BOWL** a patented feature.

**CLUTCH AND SPINDLE** is detached from bowl. The instant handle is dropped all working parts stop except the bowl.

**OSCILLATING NECK BEARING.**

**SUCCESSFUL INTER-CHANGEABLE CAPACITY.**

**ABSOLUTELY SELF-OILING,** no oil cups, five minutes every three months is all the time required for oiling.

**CLOSE SKIMMER.** The official test made at the University of Minnesota, by R. M. Washburn, professor of Dairy Husbandry shows that the RENFREW got all but **ONE-TENTH** of a pound of butter fat in **ONE THOUSAND** pounds of whole milk.

Our liberal cream separator contract will interest you. Write for our proposition and for description of separator. There is good profit in handling this line.

## The T. G. Northwall Company

OMAHA AND SIOUX CITY



SPECIAL OMAHA-COUNCIL BLUFFS SECTION OF  
**IMPLEMENT & TRACTOR TRADE JOURNAL**

Published the First Saturday in the Month

## Dealers Now Ready to Buy Freely

OMAHA and Council Bluffs jobbers are unanimous in the opinion that business throughout the territory will pick up materially right after the holidays. They gather this from the tone of conversation of the dealers throughout the entire territory. While dealers were a little slow to take on stocks right after the armistice was signed, they have changed their minds now, and those who have not actually been buying, have made rather free promises of the business they will do after the first of the year.

"Come around right after the first and we'll talk business to you," is an expression that the travelers hear on every hand from the dealers.

### Influenza Still Claims Victims.

Influenza has done its share in holding business activity back. This epidemic is so widely spread over the entire Omaha and Council Bluffs territory that it has in one way and another checked business considerably.

A large percent of the travelers for Omaha houses are laid up with it, and thus unable to serve their territory, and those travelers who are in the field find that almost 50 percent of the dealers are either at home sick, or are at home nursing members of the family or relatives who are sick. The result is that many a long trip has been made by the travelers only to learn when they get to their destination that the

customer they wanted to see is at home in bed and cannot be seen.

Another traveler died during the past week. This was Forrest I. Glass, who traveled the Fremont, Neb., block for the Acme Harvesting Machine Co. Mr. Glass was a robust, athletic man 25 years old. He fought the losing fight with exceptional tenacity, though it was known for a week before his death that he could not live. He died Thursday, Dec. 19, in a hospital in Omaha. The body was taken to St. Francis, Kan., for burial. His wife and baby survive him. Mr. Glass took his position with the Acme people only a few months ago. He was formerly manager of the Bird City Equity Exchange at Bird City, Kan.

Frank Wolf of the implement firm of Wolf & Vitek, Clarkson, Neb., went back to Clarkson last week after spending a week in an Omaha hospital taking treatment for some of the after effects of influenza. Mr. Wolf had a severe attack of it some weeks ago, as did also his partner, Joseph Vitek.

Jerome Giese of the firm of Wallace & Giese, Council Bluffs, Ia., has just recovered from influenza.

The little daughter of James Wallace of Council Bluffs, secretary of the Midwest Implement Dealers' Association, has been ill with influenza, but is reported as getting along nicely now.

### Lumber Firm Adds Implements.

C. W. Richardson, secretary of the Sterling Lumber & Improvement Co., Denver, Col., and Guy Curlee, general superintendent of yards for the same company, spent several days recently among Omaha implement jobbers negotiating for certain lines of implements which they hope to install in connection with their lumber business in ten or more of their retail yards throughout Nebraska and Colorado.

Lee Harvey, formerly with the John Deere Plow Co., has just taken charge of the Norfolk territory for the B. F. Avery & Sons Plow Co. He is taking the territory formerly covered by L. O. Griffith, who has taken a position with the T. G. Northwall Co.

A. G. Memmen, factory expert for the Acme Harvesting Machine Co., from Peoria, was in Omaha the past week checking over the Acme stock of repairs. The company will have the most up-to-date stock of repairs it has ever carried when this check is completed, it is said.

F. E. Downey, dealer of Messina Ia., was on the Omaha market during the past week. Mr. Downey, who handled automobiles and hardware until a year ago, sold his hardware at that time and has been handling automobiles since. Now, however, he is adding a line of tractors.

## Statistics Are Generous to Nebraska

NEBRASKA, one of the youngest of the leading states of the Union, has grown so rapidly that not even the school children who study commercial geography can keep pace with its development.

According to Government statistics, it led the country during 1917 in four important items, being first in the per capita production of wheat, corn, cattle and hogs. Its production from the soil and the value of its live stock

was \$774,000,000 for 1917.

Its farmers are progressive. They lead the country, with one exception, in testing their seed corn and they own more automobiles per capita than are owned in any other state. Nebraska is one of the leading tractor-owning states.

### The World's Bread Basket.

Nebraska has been called "the bread basket of the world." It produces enough meat to feed itself and

4½ times its population; enough sugar beets to make sugar for itself and 2½ times its population; enough potatoes to feed itself and a number equal to its own population.

Nebraska's egg crop is worth more than the gold output of any state. Its dairy and poultry output is greater than the gold and silver output of all states. Its corn crop exceeds the tobacco crop of the Nation. Its agricultural and live stock products exceed



## "UNCLE JOE" CANNON QUALIFIES AS TRACTOR OPERATOR



At a tractor demonstration at Danville, Ill., Nov. 14, Joseph G.—“Uncle Joe”—Cannon was present and assisted as one of the official starters. During the afternoon Mr. Cannon, who is much interested in farming, took a hand in the game himself. He mounted a Moline-Universal tractor which he operated with ease. As he stepped down from the Moline tractor, Mr. Cannon remarked, “Now I have fully qualified as a farmer and tractioneer.” Mr. Cannon sees great possibilities in the use of tractors and power farming implements in general.

in value the coal output of the Nation. The largest cider vinegar mill in the country is located in Nebraska.

Nebraska produces more than 75 percent of the potash output of the United States and has helped to keep this country independent of the German supply. The state contains the only silica mines in the country.

### A Manufacturing Center.

Although primarily an agricultural state, Nebraska is rapidly coming to the front as a manufacturing center. It ranks high in the production of creamery butter and in meat packing. It has four of the largest sugar factories, 250 flour mills and over 300 artificial stone manufacturers. The packing output of Nebraska exceeds the total gold production of the United States and Alaska.

The total wealth of Nebraska in 1917 was \$3,710,452,768. The number of automobiles licensed the same year was 148,101; number of tractors turned in for assessment, 21,098; cream separators, 62,000.

Nebraska is 415 miles long, 205 miles broad and has an area of 76,808 square miles. The Platte River has a channel more than 700 miles long

in Nebraska. No other state has an equal mileage of any one river. The altitude varies from 1,100 feet in the east to 4,400 feet in the west. The mean annual temperature is 56 degrees.

One county in Nebraska (Cherry) has a larger area than the entire state of Connecticut. Nebraska leads all states in per capita production of agricultural and live stock products. The University of Nebraska has more students in proportion to population than any other state university.

### A Native Population.

The population of Nebraska in 1910 was 1,192,214. The percentage of foreign born whites was 15 percent. Very few states have a lower percentage of foreign born. The rural population is less than twelve per square mile, so that Nebraska can take care of a much larger population. The rural population of New York state, for example, is over 40 per square mile.

Only one-fourth of Nebraska's population lives in cities of 2,500 or more. The percentage of illiteracy is one of the lowest in the country, being less than 2½ percent. New York state, for example, has 6 percent illiterates.

Nebraska played an enviable part in helping to win the war. It had more soldiers and sailors in the service of the country in proportion to population than any other state. It has subscribed more money per capita to War Savings Stamps and Liberty Bonds, and given more money per capita to the Red Cross, Y. M. C. A. and Knights of Columbus than any other state.

Nebraska was the first state to organize a Farmers' War Council and the “Nebraska Plan” which caused the state to be the first to raise its quota of War Savings Stamps was adopted by the Treasury Department for the Nation-wide campaign of June 28, 1918.

Nebraska, with its wonderful soil and people, is capable of untold development and offers an unsurpassed opportunity for the man who is not afraid of work.

### Telling the State's Advantages.

The Bureau of Publicity of Omaha has issued a map showing Omaha and the territory within fifty miles, showing all banking towns, railroads and main traveled roads in the territory.

This map will be distributed among Eastern sales managers and to persons replying to the advertising of the Bureau of Publicity in Eastern magazines, to show the wealth of the territory tributary to Omaha.

“We believe that the territory shown in this map is the richest of its size in the United States,” says C. O. Talmage, chairman of the bureau. “We estimate the population of the section at 600,000, the number of automobiles owned at 100,000, or one automobile to every six persons. There are 141 banking towns on the map with deposits of \$220,000, or \$1,833 per family.”

On the margins of the map appear statistics about Omaha, and on the back of the map appears a paragraph about each of the 141 towns, showing population, bank deposits and number of dealers in autos and accessories, garages, drug stores, groceries, hardware stores, jewelers and shoe stores.

Every firm selling or distributing goods out of Omaha, and every traveling salesman who covers this territory will be interested in the map and is invited to write or apply for a copy if one has not already been mailed him.

If large quantities are desired the bureau will sell them at cost. A similar map will be issued of Omaha's wholesale territory.

Fifty farmers attended a tractor school at Fremont for two days last week.





# The REAL FULL LINE HOUSE

Diamond Gang and Sulky Plows  
 Success Gang and Sulky Plows  
 Two-Way Plows  
 Disc Plows  
 Engine Plows  
 Stalk Cutters  
 Beet Seeders  
 Beet Cultivators  
 Walking Plows  
 Corn Plows  
 Timber Plows  
 Road Plows  
 Grading Plows  
 Prairie Breakers  
 Brush Breakers  
 Ditching Plows  
 Rod Breakers  
 Drag Harrows  
 Harrow Carts  
 Disc Harrows  
 Tandem Attachments  
 Campbell Packers  
 Clod Crushers  
 Check Rower Wire  
 Disc Furrowing Attachments  
 Corn Planters  
 Loose Ground Lister Planters  
 Bean Planters  
 Listers  
 Wide Tread Listers  
 Middle Breakers  
 Corn Drills  
 Garden Cultivators  
 Loose Ground Listers  
 Walking Cultivators  
 Riding Cultivators  
 Lister Cultivators  
 Disc Cultivators  
 Shovel Plows  
 Garden Plows  
 Potato Diggers

## Tools That Help Sell Tractors

### Little Genius Power Lift Plows

2, 3 and 4 furrow

### Mogul Heavy Duty Power Plows

4, 5, 6, 8 and 10 furrow

### Power Lift Disc Plows

3 and 4 furrow

### Power Lift Superior Grain Drills

all standard sizes and styles

### Double Row Power Lift Corn Listers

### Double Action Tractor Disc Harrows

8 and 10 ft.

### Packers, Land Rollers, Pulverizers, etc.

ASK FOR OUR TRACTOR TOOL CONTRACT

Superior Grain Drills  
 One Horse Drills  
 Alfalfa Drills  
 End Gate Seeders  
 Superior Sowers  
 Evans  
 Potato Planters  
 Old Hickory  
 Farm Wagons  
 Trucks and Boxes  
 Bain Farm Wagons  
 Trucks and Boxes  
 Shoveling Boards  
 Schroeder  
 Grain Dumps  
 Kentucky Grain Tanks  
 Dandy Dump End Gates  
 Superior Stackers  
 Superior Sweeps  
 Blank Teeth  
 Rude Spreaders  
 Straw Spreaders  
 Dowden Diggers  
 Dowden Sorters  
 Dowden Cutters  
 Eureka Mulchers  
 Universal  
 Bean Harvesters  
 Schroeder  
 2-in-1 Power Washers  
 Pump Jacks  
 Jumbo Feed Mills  
 Ann Arbor  
 Power Balers  
 Canton  
 Horse Presses  
 Farm Scales  
 Scientific  
 Feed Grinders  
 Star  
 Feed Grinders  
 Harrow Attachments  
 Bob Sleds  
 Smalley  
 Ensilage Cutters

## PARLIN & ORENDORFF PLOW CO., OF OMAHA

St. Louis  
 Kansas City

Dallas  
 Minneapolis  
 Portland

Spokane  
 Denver  
 Columbus

Indianapolis  
 Salt Lake City  
 Des Moines

Sioux Falls  
 Oklahoma City  
 San Francisco

Birmingham  
 Dubuque  
 Winnipeg

Atlanta  
 Macon



# They Use Original Sales Methods

## How Kopac Brothers Have Achieved Success

**K**OPAC BROTHERS, who have built up a large jobbing business with headquarters at David City, Neb., and branches at Columbus, Schuyler and Norfolk of the same state, will very shortly make permanent headquarters at Omaha. They have leased offices and sample floors of large capacity at 2037 Farnam Street, Omaha, and are now installing a large line of steel shelving for their goods.

The five Kopac brothers are well known to the implement men of the entire state as five energetic brothers who have absolutely taken the "bull by the horns" and have made their business hum despite the fact that they were far from the Nebraska metropolis which is the recognized jobbing center.

New methods have been introduced into the jobbing business by these men. Who, before, had ever heard of a salesman carrying a tractor with him from town to town to show to his prospective customers? Emil Kopac introduced this method, and with marked success.

He simply loaded an E.-B. tractor on the back of a big Dodge truck and ran all over northern Nebraska with it. The tractor weighs 4,370 pounds, and yet with this load on the truck, Emil Kopac rambled along the country roads at a pretty good gait.

He drives up to a dealer's door, shows his tractor; and if the dealer buys it, he merely backs the truck up to the platform and unloads it. Then he drives back to David City and gets another tractor. Thus Emil Kopac carries a tractor around the state to sell, just as easily as a book agent can carry his book in his coat pocket. He does not have to sell from pictures and printed explanations, but he takes the tractor right to the door of the dealer.

Ed Kopac is general manager of the company. The five brothers are Joe, Ed, Anton, Frank and Emil.

### Impressed by Truck Delivery.

J. H. Collins, special representative of the Bureau of Markets, Washington, called at the Omaha Chamber of Commerce last Wednesday, with a view of getting a line on transporta-

tion facilities and conditions in and around Omaha. Mr. Collins also visited the South Side Live Stock Exchange and was greatly impressed with the enormous amount of auto truck delivery of live stock to that market.

### New Sailing Dates Announced.

The United States Railroad Administration has published a new sailing day schedule for Omaha and South Omaha, in which several changes have been made as to the different railroads.

Any shippers not receiving a copy of the new schedule may obtain a copy by application to W. W. Johnson, assistant general freight agent, C., B. & Q. railroad, or the Traffic Bureau, Omaha Chamber of Commerce.

### Joe Stecher Quits Navy.

Joe Stecher, the Dodge, Neb., boy, and former world's wrestling champion, who has not set foot on Nebraska soil for five months, as he has been serving in Uncle Sam's Navy, arrived home last week. Stecher enlisted in the Navy five months ago and was immediately sent to the Great Lakes Naval Training Station, where he was assigned as instructor in wrestling.

# A Happy New Year— Peace and Prosperity

The war is over and everybody is feeling good. We are quickly turning to a peace basis.

Now is the opportune time for the live dealer to decide in favor of selling a standard line of WIND MILLS and PUMPS—one that has a reputation, that gives satisfaction to the user and makes him a booster for you.

## U. S. Windmills and Pumps

fill the bill, and we want your business and know that we can serve you satisfactorily. Will you give us an opportunity to demonstrate the truth of what we say? We believe you will. Right now don't forget about the "U. S." Tank Heaters. We have a big stock and when cold weather comes they want them quick.



**U. S. Wind Engine & Pump Co.**  
BATAVIA, ILLS.

**U. S. Supply Co.**  
OMAHA, NEB.

**U. S. Water & Steam Supply Co.**  
KANSAS CITY, MO.





# A Two-in-One Machine

## JOHN DEERE MANURE SPREADER

With JOHN DEERE STRAW SPREADING ATTACHMENT

SPREADS MANURE }  
SPREADS STRAW }

A One-Man Outfit. Helps to solve the labor problem.

It is only a 30-minute job for one man to change from straw spreading to manure spreading.

Can be used on all old or new John Deere Manure Spreaders.



Top Dressing Wheat with the John Deere Spreader with Straw-Spreading Attachment

Straw can be returned to the land as a fertilizer with splendid results, the straw also acts as a mulch, preventing the soil from blowing away from the plant roots, preventing winter killing and conserving moisture to mature the coming crop.

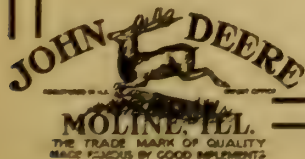
Meet the demand for Straw Spreaders with the John Deere Two-In-One Machine by putting a Straw Spreader Attachment on one of your sample John Deere Manure Spreaders.

AN OPPORTUNITY TO INCREASE YOUR SALES AND PROFITS.

# JOHN DEERE PLOW COMPANY

OMAHA

SIoux FALLS







"LOOKING PLEASANT" WAS NOT A HARD TASK AT THE CUSHMAN SALESMEN'S CONVENTION

### Cushman Salesmen Convene.

The week of Nov. 18 was an eventful one at the factory of the Cushman Motor Works, Lincoln, Neb. The fourth annual salesmen's convention was held at that time.

A carefully prepared program in which the salesmen were the chief participants, was started on time and carried through on schedule.

The company's plans for the en-

suing year were outlined. A spirit of good fellowship and mutual co-operation was evidenced throughout the sessions.

### Tractor Course Opens Soon.

The first of the short courses to be given by the College of Agriculture of the University of Nebraska this winter will open Dec. 30, and will be a four weeks' course in automobiles,

tractors, and trucks. It will consist of practical instruction in the operation and repair of automobiles, tractors, trucks, gas and steam engines, chassis, steering gear, ignition, starter, carburetor, transmission, differential, and tires.

Beginning Jan. 27 and lasting four weeks, the course in automobiles and tractors will be repeated, and additional courses will be given in general agriculture and dairying. These short courses are open to all above fifteen years of age.

### Corn and Then More Corn.

G. A. Bartholomew, manager for the Oliver Chilled Plow Works, returned last week from a trip to the Sioux Falls country in South Dakota, and was greatly impressed with the evidence of the big corn crop that section of the country harvested in the fall.

"I saw more corn in the last three days," said Mr. Bartholomew, "than I ever saw in my life before. Those farmers simply have every crib and shed full of it, and then have it piled on the ground everywhere like haystacks, regular mountains of corn. There has been a big sheller business in that country, and shelling is going on all the time on the farms there now."



## THE CONDITION OF YOUR GEARS

AFTER THE SEASON'S RUN DEPENDS WHOLLY UPON THE LUBRICATION

## ROSE TRUCK AND TRACTOR GREASE GUNS

MAKE IT POSSIBLE TO LUBRICATE THE DIFFICULT PARTS WITH LESS TIME—LESS WASTE OF GREASE

MANUFACTURED AND GUARANTEED BY

**J. H. HANEY COMPANY, Hastings, Neb.**



# WHEREVER THE TRACTOR TOILS

There Oliver Plows Are Rolling the Ground  
and

Oliver Tillage Tools Are at Work Preparing the Soil for Bumper Crops.

COUNT for YOURSELF

the number of Oliver Plows used at any tractor demonstration. THE FIGURES  
TELL A SILENT STORY of Unfailing Reliability in all Soils.

## A THOUGHT FOR THE FUTURE:

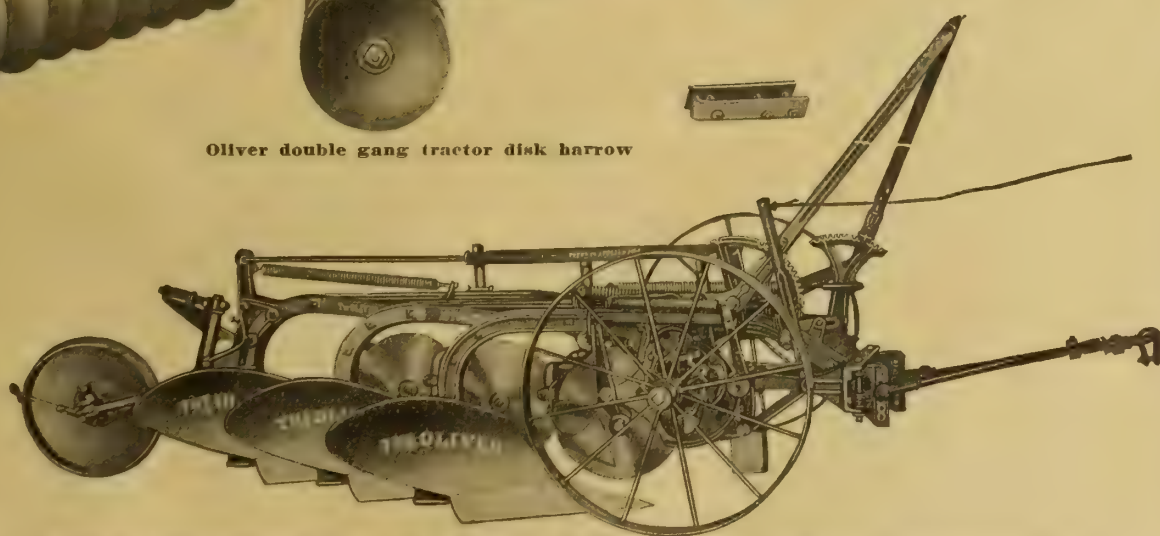
In 1917 there were approximately 6,000 tractors in actual operation in the Omaha trade territory, and a large per cent of them pulled Oliver Plows.

There are 264,000 farms of various sizes in this trade territory.

More intensive farming will follow the war, and there will be an Oliver Plow available for every farm.



Oliver double gang tractor disk harrow



Oliver No. 78 tractor plow, furnished with two or three bottoms. The No. 79, similar in all respects, has three or four bottoms.



## Oliver Chilled Plow Works

Plowmakers for the World



Sioux Falls, So. Dak.

Omaha, Neb.

Sidney, Neb.

Pocatello, Idaho



## How the Potash Industry Has Developed in Nebraska During the War

**W**HEN Germany stopped sending potash to America, Nebraska made a war record of its own by coming to the front to supply the bulk of the potash needed in the country. The potash industry, springing up suddenly in the state within the last few years, has already made some millionaires, and the potash beds are apparently inexhaustible.

Nebraska's 1918 potash production will be worth \$11,250,000, according to an estimate made by Arthur Thomas, of the Chamber of Commerce of Omaha, who has just returned from a tour of inspection through the potash region of western Nebraska. Nebraska will have furnished 100,000 tons of potash salts, or 25,000 tons of pure potash, one-half of all produced in the United States this year, says Mr. Thomas.

Fertilizer companies that stopped buying in Nebraska when the armistice was signed will again buy in this state, because of the action of the war board prohibiting importation from Germany until peace is signed.

Improved methods of evaporation

are under experiment in an effort to lessen the cost of production. The producers are hopeful of assistance from the Government after peace is signed, but if that does not come, an effort will be made to compete with German potash. Reduction of freight rates on coal and crude oil necessary will be asked.

The bureau of publicity sends its manager to the potash fields on request of the Alliance Community Club, of which W. D. Fisher is secretary.

"We were receiving many requests for information about the potash industry in Nebraska," says C. O. Talmage, chairman of the bureau, "and we were delighted to accept the suggestion of the Alliance organization to send our manager into the field in order to secure first hand information. We expect to issue an educational pamphlet on the potash industry in Nebraska for the use of commercial geography classes in the schools of the United States. Requests are coming to us constantly for this sort of information."

## Oil Refinery for Omaha.

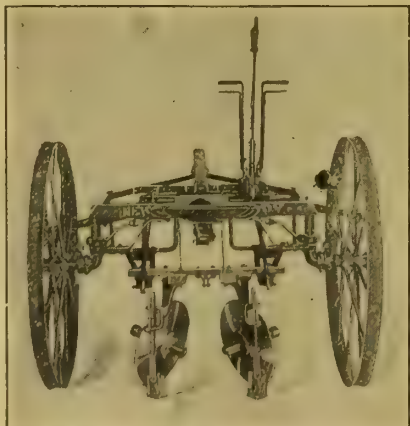
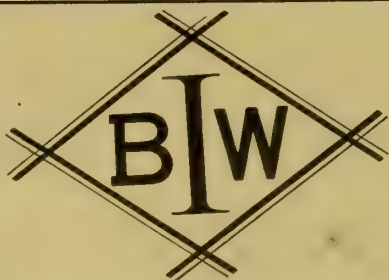
The Omaha Refining Co. has completed arrangements with the Illinois Central Railway Co. for the construction of a spur from the East Omaha track into the tract of ground immediately south of Avenue H, recently purchased by the refining company, upon which the company has announced that it will build an oil refinery.

## More Facilities for Trucks.

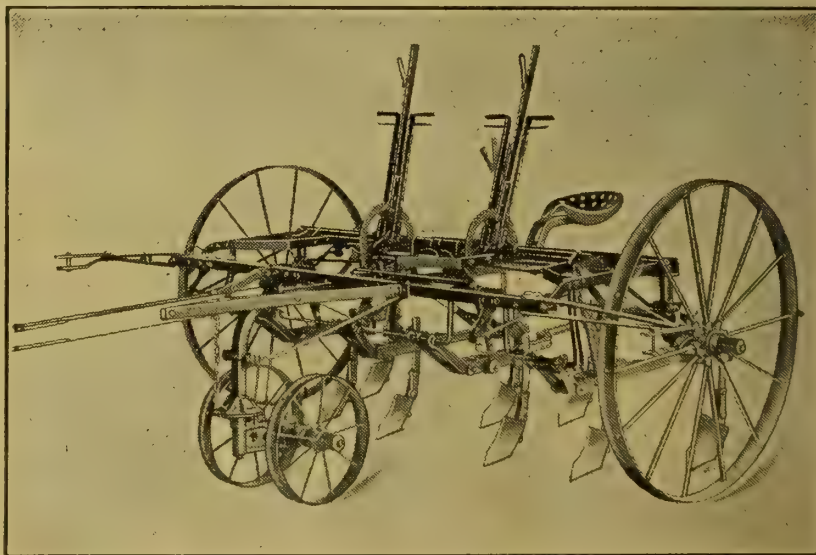
The Union Stock Yards Co. has built four new unloading chutes for the convenience of truck haulers who bring in live stock to the South Side market. These additional chutes have been necessary many times when a large number of trucks have arrived within a short period of time, and the truck operators will appreciate the improved facilities for unloading.

## Alliance Plans Big Show.

The first automobile show ever held in western Nebraska will be held at Alliance early in the new year. One of the finest garage buildings in northwestern Nebraska has been completed and this can be used for an exhibit space, and will accommodate a large number of exhibitors. Motor trucks will be the specialty of the exhibit.



FARMER BOY—4 OR 6 SHOVEL,  
SHOWING DISC AS USED ON 2-ROW  
AND 1-ROW CULTIVATOR.



"B. I. W." 2-ROW, 8 OR 12-SHOVEL CULTIVATOR

Also used with disc for listing

MANUFACTURED BY

**BEATRICE IRON WORKS, Inc.**

BEATRICE, NEBRASKA

Distributors

**LININGER IMPLEMENT COMPANY**

OMAHA AND SIOUX FALLS



# ***DEMPSTER***

## **A HAY VICTORY!**

**The Agricultural Sensation of the Year**

Nebraska has just beat all other states in volume of hay produced

Not only is the greatest tonnage of hay produced

**BUT ALSO**

It is put up with the greatest line of hay tools made

## **THE DEMPSTER-COPE HAY TOOLS**

Played the major role in producing this volume that passed all other records



**Agencies Going Fast**

**Apply Now**

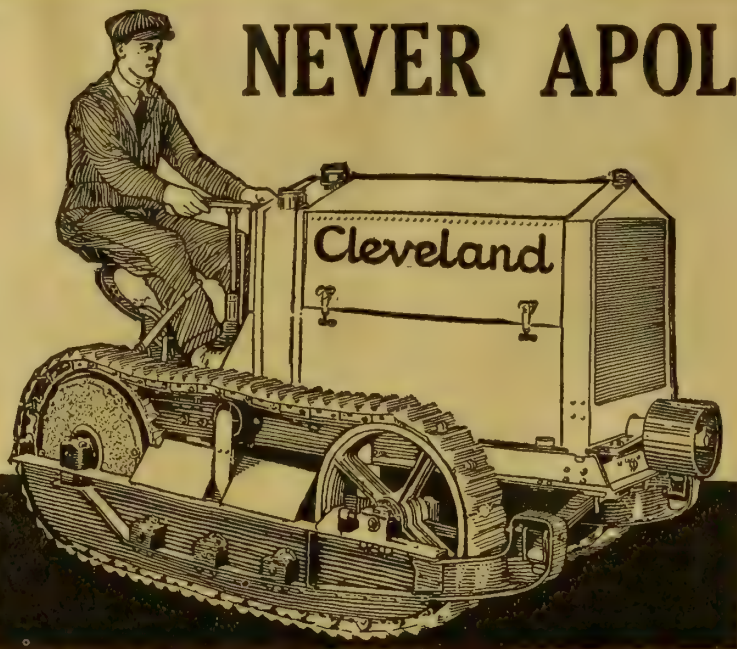
## **DEMPSTER MILL MFG. CO.**

Kansas City  
Omaha  
Denver

**Factory: Beatrice, Neb.**

Oklahoma City  
Sioux Falls  
Fargo





# NEVER APOLOGIZE, NEVER!

Don't make excuses for the Tractor you sell.

You don't have to if you are

## A Cleveland Dealer

Write or Wire for Territory.

We make our Cleveland Dealers successful by working with them as soon as territory is assigned.

### The Cleveland Tractor

Farmers Call It "The Tractor for All Purposes and Conditions"

**Jones-Opper Co.**

Omaha, Neb.

**A. H. Jones Co.**

Hastings, Neb.

## Nebraska-Iowa Products for Maximum Service

Chickens Are Today a Real Asset to the Farm



They Are Getting Careful Attention Now

NON-FREEZING Chicken Waterer

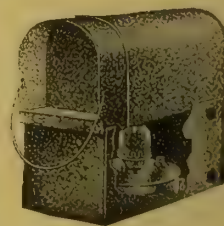
Farmers are demanding modern equipment for the best care of chickens.

Every farmer now knows they must have clean water to avoid disease.

Breeders know they will not lay in winter without warm water.

THE NON-FREEZING CHICKEN WATERER insures a supply of fresh pure water, and keeps it warm for them in severest weather.

Five-gallon capacity.



### OMAHA STOCK TANK HEATER

Constructed of 18-Gauge Galvanized Steel

"Simplest and Most Efficient"

is the verdict of users

## Nebraska & Iowa Steel Tank Co.

OMAHA

A. N. EATON, Prop.

NEBRASKA



# STRAIGHT TO THE HEART

That is where Kopac Bros. are going

The heart of the Implement and  
Automotive Jobbing field

## TO OMAHA

We are equipping our new quarters at 2037 Farnam St., Omaha,  
with the largest consignment of steel shelving and  
tire racks ever shipped into Omaha

This will now be our main office, and we will serve our trade through  
**THE NINE TRUNK LINES AND 22 BRANCHES**  
of railroads that shoot in all directions from Nebraska's metropolis

Our Increasing Business Demands It

We Will Continue to Distribute

**Republic Prodim Process Tires**

E-B Tractors

Farm Lighting Plants

Farm Trucks

Automotive Accessories

Truck Bodies

Kopaline Oils and Greases

**KOPAC BROTHERS - - - OMAHA, NEB.**

David City, Neb.

Columbus, Neb.

Schuyler, Neb.

Norfolk, Neb.



### C. A. Shirk Now in Omaha.

Charles H. Shirk, formerly in the tractor business at Ida Grove, Ia., has moved to Omaha and is now head of the Omaha Hart-Parr Co., with headquarters and sample floors at 2018 Farnam Street. Associated with him in the business are his brother, F. L. Shirk, John Von Dohren, and Alfred Idso. Mr. Idso was formerly associated with Mr. Shirk in handling the Hart-Parr tractor at Ida Grove, Ia.

The Omaha Hart-Parr Co. has obtained the territory of southwestern Iowa and eastern Nebraska for the distribution of the Hart-Parr tractor.

### Omaha Mail to Come by Air.

Omaha is confidently expecting to have air mail service before many months. The city has definitely been listed by the postal authorities as one of the aerial mail stations, and the work of selecting a suitable field for alighting is going on.

Omaha postal authorities last week received notice that daily airplane postal service will be established at once between New York and Chicago, with intermediate stops at Cleveland.

The rates for airplane mail are to be six cents per ounce, and the letters and parcels will be stamped with spe-

cial airplane stamps. If regular postage stamps are used, the packages and letters may be marked "Airplane Mail."

### J. A. White Joins Northwall.

J. A. White, one of the best known cream separator men in the West, has



J. A. WHITE

associated himself with the T. G. Northwall Co., Omaha, and is now in complete charge of the cream separator business of this big jobbing concern.

During the last eight years Mr.

White was head separator-salesman for the International Harvester Co. at Omaha and Lincoln, and has specialized on this line. Mr. White and his family live in Omaha.

### C. J. Dutton Now Sole Owner.

The name of Foshier Bros. & Dutton Automobile Co., Omaha, has been changed to the C. J. Dutton Automobile Co., following the purchase of Foshier brothers' stock in the firm by Mr. Dutton. Mr. Dutton is now sole owner of the business, with which he has been connected for nearly two years past, and is now in active control. He assumed the management of the business at the time of the transfer of the corporation stock. For seven years before entering the firm of Foshier Bros. & Dutton, Mr. Dutton was manager of the Manhattan Oil Co., Omaha.

Mr. Dutton will continue to handle the Kissel Kar and truck, on which the company has a distributing agency for the states of Nebraska, South Dakota and western Iowa, and the Metz car, for which the company is distributor for Nebraska and western Iowa. The company also has the distributing agency for the Sandusky tractor for Nebraska, western Iowa and South Dakota.

## Protect Your Trade Keep Well Informed

Every dealer faces months of large responsibilities back of which lie the greatest opportunities in the history of business. Protect your future interests by keeping constantly in touch with present problems and plans for the Reconstruction period.

Read every advertisement. Be informed about all the products which affect your trade. Do not jump at conclusions but weigh facts carefully. Remember that maintenance of trade during these historical days means that your customers will meet the demands of 1919 well equipped. The importance of this cannot be over-estimated.

There must be a steady stream of tractors and farm equipment entering the American farm factory.

Do not check this steady flow or it will cripple the outpouring of farm products to a hungry world.

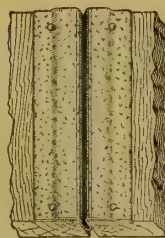
The dealers in the essential farm equipment industry must be bigger than the old job of pre-war days. Every page of the Implement & Tractor Trade Journal should have your attention.

If you are not a subscriber your check for two dollars will pay you up for a year.

**Implement & Tractor  
Trade Journal**

The Government favors necessary building on the farms.

## A WARM BARN WILL SAVE FEED



For Vertical Siding.

Cattle comfortably housed do better. They turn more feed into beef and milk, and require less to keep themselves warm.

### KEES METAL BATTENS

make farm buildings weather proof and improve the appearance of any old or new barn or shed.

Made of galvanized iron, lengths 5 to 12 ft. Better than wooden Batts because they allow for the shrinking or swelling of the lumber and never warp, rot or split.

They're splendid sellers and pay you a good profit. Prompt shipment from stock.

Drop us a card for free sample.

**F. D. KEES MFG. CO.**

Box 29.

BEATRICE, NEBR.

(Buying western-made goods lightens the railroads' load and saves you expensive delays.)

Shape of Strips when first put on.



This shows how Strips spread when siding shrinks.



**Introducing  
THE  
DREADNAUGHT  
EQUALIZER**

A scientific Evener Set from which can be quickly and easily set up—

ONE-4 HORSE HITCH  
ONE-5 HORSE HITCH  
TWO-4 HORSE HITCHES  
ONE-3 HORSE HITCH

**Five Perfect Evener Sets in One. Costs No More Than One.**

Ask your jobber about this new exclusive Equalizer.

If he is unable to supply you—write to us, giving his name.

**Omaha Hardwood Lumber Company**  
The Dreadnaught Line OMAHA Good Wood Goods

# MONARCH

*The Quality Line of High Grade Lubricating Oils and Greases for every purpose*

## Monamobile Auto Oils

"A GRADE FOR EVERY CAR"

### TRACTOR OILS

Motor "B"  
Monalene

These Brands of Tractor Oils fill all Requirements for Heavy Duty Lubricants.

Toledo, Ohio **MONARCH MFG. CO.** Council Bluffs, Iowa

## Commercial Copper Plating and Nickel Plating

**MYLES STANDISH  
MFG. CO.**

Omaha, Nebraska

## THE HAWKEYE TRIPLE-GEAR FEED GRINDER

THE WORLD'S  
BEST

**E. Children's  
Sons Mfg. Co.**  
Council Bluffs, Ia.



Ask Your Jobber, or

**Atlas Tank Mfg. Co.**  
1104 W. O. W. Bldg. Omaha, Neb.

## SEEDS

WE BUY AND SELL

TIMOTHY, CLOVER,  
ALFALFA, GRASS SEED  
Send Samples For Bids or  
Send Bids For Samples

**OUREN SEED CO.**  
Council Bluffs, Ia.

U.S. Geographical Center of  
"Quality"

Printing, Lithographing, Book Binding, Stationery, Engraving, Electroplating, Sheet Die Embossing, Before Customers, Filing Devices, Woodland Street, Omaha, Neb., Office Supplies, Local and Long Distance, Mail Order, Get Our Catalog

**Omaha Printing Co.**  
The Office Supply House  
Omaha, Nebraska

The Western Pulverizer, Packer and Mulcher  
is what the farmers want

Made in sizes from 30-inch up to 21-foot, in one or three sections, for horses or tractor use. For further information and prices, write to Western Land Roller Co., Box 14, Hastings, Neb.



1918 Cooperative Catalog now being mailed free with a year's subscription to the Implement & Tractor Trade Journal. Best and only complete tractor book published. Implement & Tractor Trade Journal Co., Woodman Building, Omaha.

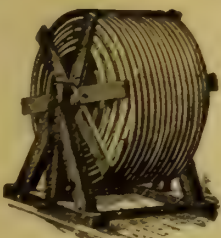
## LETZ GRINDERS AND CUTTERS

Sunderland  
Machinery & Supply Co.  
"The Supply People"  
OMAHA

## OVERLAND Packer and Mulcher

Write for Complete Description  
**WALKER MFG. CO.**  
217 S. 13th St. Omaha, Neb.

## Garden Hose



13 GRADES  
4 SIZES



ALSO  
"EVERYTHING FOR HOSE BUT  
THE WATER"

## Your Daughter or Son

Can Keep Your Books  
Accurately During

## SPARE TIME

After a Course in

## The Dworak School of Accounting

Second Floor Wead Bldg.

Write For Particulars

OMAHA, NEB.



E.A. DWORAK, C.P.A.  
President  
Director of Instruction

## CONGRESS TIRES



Combine High-  
ness in Quality  
with Lowness in  
Price

Let Us Prove It

We carry Largest  
Jobbing Stock of  
Tires in the West

**Lining Implement Co.**  
Omaha



### Prospects Good for Show.

Clark G. Powell, manager of the Omaha Automobile Show, has returned from New York, where he found the manufacturers enthusiastic on the prospects of again building cars on a peace time basis, and also over the Omaha show, which will be held March 10-15.

"There will be no slump in prices of cars in six months and probably not for a year," said Mr. Powell. "The manufacturers are closing up their war contracts as fast as possible, but it will take considerable time to get supplies and material enough to return to 100 percent peace time construction. The factories are filled with material for building war cars and

supplies and these must be finished up and cleaned out.

"Omaha will have the biggest show it ever had this year. It will only be a question of getting space to house the exhibits."

### Demurrage Fight Is On.

The Traffic Bureau of the Omaha Chamber of Commerce is in receipt of a letter from the Nebraska State Railway Commission at Lincoln, stating that it is the intention of that body to test in the Federal Court in the near future the legality of Nebraska intrastate demurrage rates. The Nebraska state law provides that demurrage rates on intrastate shipments

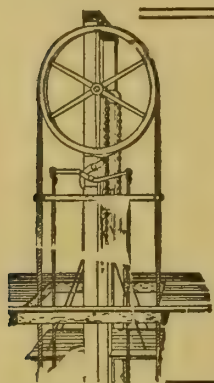
shall be \$1 per day after the expiration of free time.

Since Feb. 10, 1918, the carriers have been charging the interstate demurrage rate of \$3 to \$10 per day on Nebraska state shipments under an order of the director general of railroads instructing them to do so. It is the contention of the Nebraska commission that the order of the director general is not legally in force on Nebraska state traffic, and it is this question that the court will be called upon to decide.

### Increase Tractor Price.

Another price increase noted during the week was that of the Allis-Chalmers tractor, which has jumped from \$790 to \$850, according to the Hanson-Tyler Automobile Co., Omaha, distributors in the Omaha territory. This is only one of the many indications noted within the past three or four weeks of an upward tendency in the price of farm equipment, rather than a decrease, which was expected by some after the armistice.

Increased price lists have gone out within the last three weeks on corn shellers, washing machines, threshing separators, and a number of other products in the implement line.



## KIMBALL ELEVATORS

PASSENGER AND FREIGHT

Belt, Electric or Hand Power

Especially for implement houses and garages.

Also automatic gates and dumb waiters.

**KIMBALL BROS. CO.**

1200 9th St., Council Bluffs, Ia.

#### AGENTS

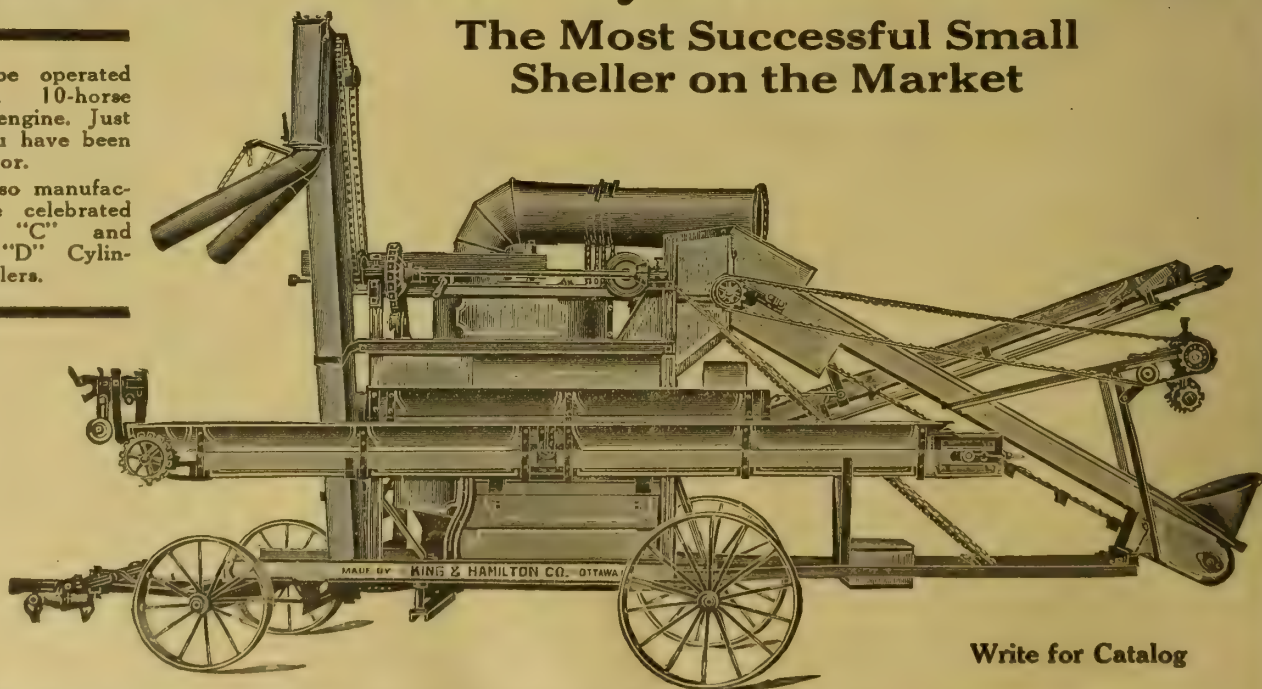
Gus Tallaferra, 202 Scott-Thompson Bldg., Oklahoma City.  
G. S. Montgomery, 604 Broadway St., Kansas City, Mo.  
Western Engineering & Specialties Co., Denver, Colo.  
Wm. Waterous, Salt Lake City, Utah.

# Ottawa "F" All Steel Cylinder Corn Sheller

The Most Successful Small Sheller on the Market

Can be operated with a 10-horse gasoline engine. Just what you have been looking for.

We also manufacture the celebrated Ottawa "C" and Ottawa "D" Cylinder Shellers.



Write for Catalog

**KING & HAMILTON COMPANY** Ottawa, Illinois

Branch Houses: Council Bluffs, Iowa; Sioux Falls, South Dakota



Published Weekly  
DECEMBER 28

JAN 3 1919

# Implement & Tractor Trade Journal

1886 1918

Vol. XXXIII  
Number 52

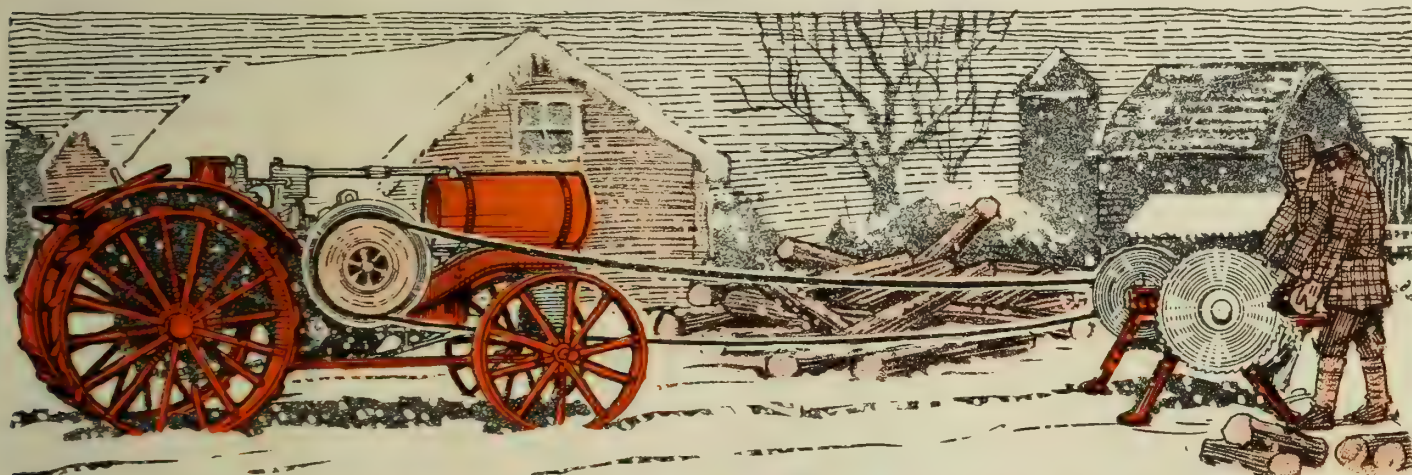
OMAHA

KANSAS CITY

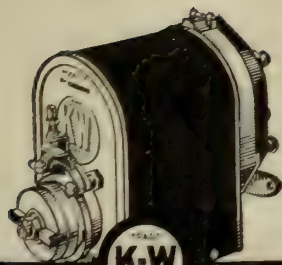
MINNEAPOLIS

Subscription Price  
\$2.00 Per Year

Entered as Second Class Matter, Jan. 3, 1903, at the Post Office at Kansas City, Mo., under the Act of March 3, 1879.



## Easy Starting in Cold Weather is a Good Test of a Magneto



**MAGNETOS**  
*fire any kind of*  
**FUEL**

Time, Winter. Temperature, Freezing to 10 below Zero or more. Tractor Motor won't start. \* \* \*! Every tractor owner knows these conditions, that is every tractor owner whose tractor is not K-W equipped.

There are only two starting necessities for a motor stiff from cold, thick, congealed oil: First, A good priming mixture—obtainable anywhere. Second, A hot spark on a quarter turn, obtainable from the K-W.

Cold weather has no effect on the ability of a K-W Magneto to generate current and function properly. The Impulse Starter on the K-W Magneto causes the Magneto to produce as hot a spark as it does when running at full speed, no matter how slowly the motor is cranked or pulled over. No Batteries. No Starting Coils, No Timers or No Swearing is necessary.

The K-W Impulse Starter used only on K-W High Tension Magnets has stood the test of time.

It makes the starting of the largest size motors as easy as the smaller ones. When the engine is running, the starter is automatically released. The K-W insures an immediate start and positively will not allow the engine to kick back.

Don't let starting delays and ignition trouble cause costly tractor layups. Make sure the tractor you sell is K-W equipped. Write for a list of K-W Equipped Tractors. Look for the K-W Trade Mark.

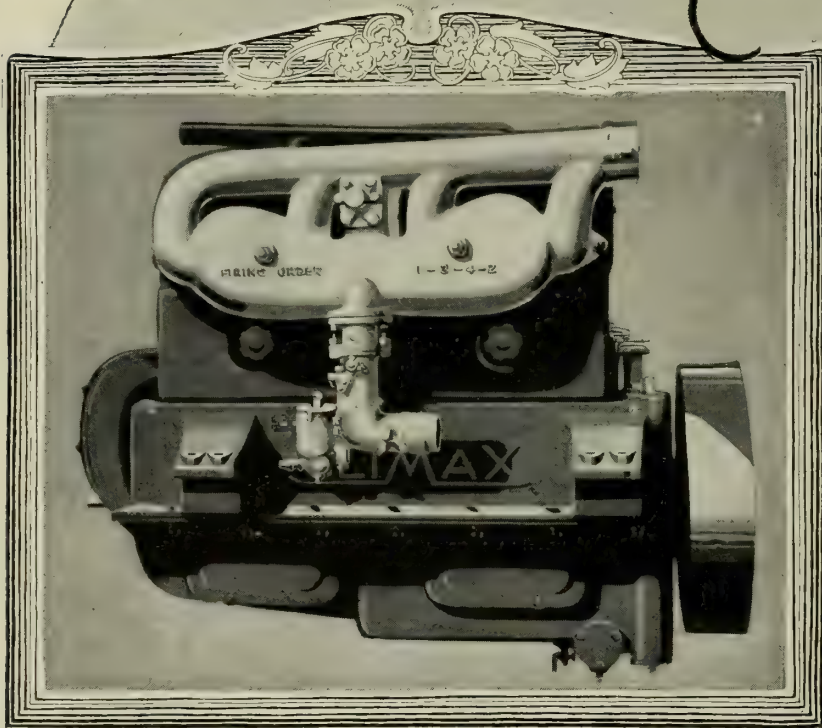
**THE K-W IGNITION CO.**  
Chester Ave. CLEVELAND, OHIO, U.S.A.



# FARM TRACTORS

*that will*

# SURVIVE *and* THRIVE



—Today you can pick out those Farm Tractors that are most likely to survive by judging them by the quality of the motors they use.

—As time goes on Tractor users are going to realize more and more that the successful, consistent performance of *any* tractor depends more than anything else upon the motor it uses.

—Manufacturers who recognize this fact and who provide the best Tractor Motor the industry has developed will *survive and thrive*.

*You can depend upon the continued satisfactory performance of any Farm Tractor that is equipped with*

# CLIMAX

The "No Trouble" Engine  
**FOR FARM TRACTORS**

Made By **CLIMAX ENGINEERING CO** 1800 So. 4<sup>th</sup> St.  
CLINTON, IA.



# MYERS Spray Gun

Does Away With  
All Extensions,  
Nozzles and  
Fittings and  
Utilizes the  
Entire Capacity  
of Spray Pump

**Y**OUR customers will want the MYERS POWER SPRAY GUN—want it because it will save them time, labor and expense when doing their power spraying for the Myers Gun does away with the use of extensions, nozzles and other spraying equipment and utilizes the entire capacity of the power pump. With it

## ONE MAN

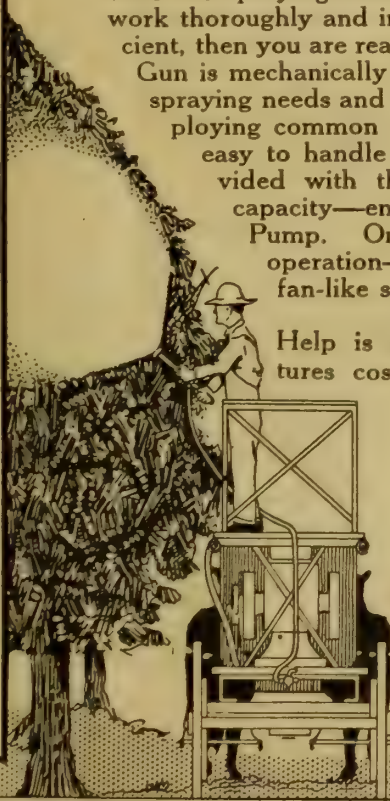
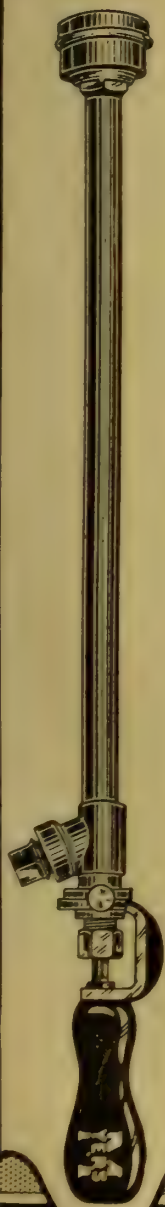
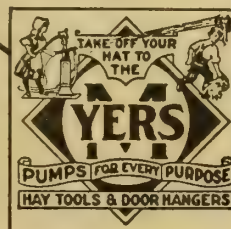
does the spraying instead of two, three or four as formerly—does the work thoroughly and in less time. A single shot to a tree is often sufficient, then you are ready to move on to the next one. The Myers Spray Gun is mechanically correct—a product of experts who have studied spraying needs and produced a gun of simplified construction by employing common sense ideas which make it exceptionally easy to handle and operate. Each Myers Gun is provided with three spray discs—4, 6 and 8 gallons capacity—enabling it to utilize full discharge of any Pump. One-third turn of the handle—a simple operation—adjusts the Myers Gun from a broad fan-like spray to a long one for high trees.

Help is scarce—time is money—spraying mixtures cost more. By employing this one-man power spraying device, your customers will place their spraying operations on a more economical basis than ever before by doing their power spraying single-handed.

Information, circular and prices gladly supplied on request.

Write us immediately.

Catalog showing Myers Spray Pumps for Every Spraying Need—64 Pages—mailed promptly.



**F.E. MYERS & BRO.** NO. 5 ORANGEST. ASHLAND - OHIO.



**URNS  
IN ITS  
TRACKS**

# *The Famous* **LaCrosse** **TRACTOR**

Only  
**\$1150.00**

**F. O. B.  
Factory**

## **12-24 H. P.---The Perfect KEROSENE Burner**

This Tractor has been the "Greatest Success in the history of the Tractor Business."  
We want the Best Dealer in Every County in the U. S. If you can qualify, we want you!

### **OFFICIAL LOW RECORD FOR FUEL CONSUMPTION**

#### **DISTRIBUTORS EVERYWHERE**

**TRACTOR SALES CO., OKLAHOMA CITY, OKLA.**    **THE SIMPLEX SPREADER MFG. CO., KANSAS CITY, MO.**  
Distributors for Oklahoma and Texas Panhandle    Distributors for Kansas and Western Missouri

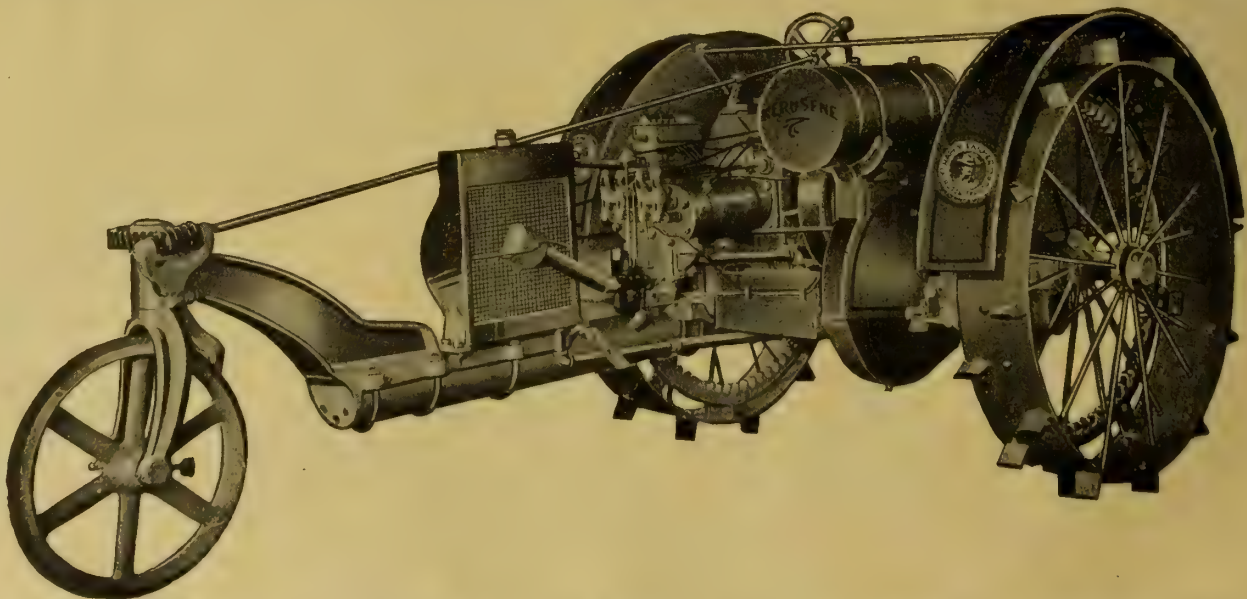
**T. G. NORTHWALL CO., OMAHA, NEB.**

Distributors for Neb., S. W. Iowa and Southern So. Dak.

Meadows Mfg. Co.....Pontiac, Ill.  
Griffin-LaCrosse Tractor Co.....Mason City, Ia.  
Geo. J. Gardner Co., 136 So. Senate Ave.....  
.....Indianapolis, Ind.  
Byron Matthews.....Adrian, Mich.  
M. Maloney Co., Inc.....Syracuse, N. Y.  
Townsend Tractor Co.....Easton, Md.  
J. P. Stoltzfus & Co.....Elverson, Pa.  
R. Dale Clark.....Edinburg, Pa.  
Wm. H. Losch.....Jersey Shore, Pa.  
W. E. Mueller.....Paw Paw, W. Va.  
Ohio Happy Farmer Tractor Co.....Bucyrus, O.  
Ashton Starke Imp. House.....Richmond, Va.  
J. B. Gabelline.....Burlington, Ia.  
Ditmars, Kerr & Co.....West Liberty, Ia.

LaCrosse Auto Co.....Minneapolis, Minn.  
St. James-LaCrosse Tractor Co.....St. James, Minn.  
O. K. Hafsos.....LaCrosse, Wis.  
Wisconsin Tractor Sales Co.....Oshkosh, Wis.  
South Dakota Tractor Co.....Watertown, S. D.  
LaCrosse-Dakota Tractor Co.....Grand Forks, N. D.  
Minot Motor Sales Co.....Minot, N. D.  
M. Grever & Co.....Glen Ullin, N. D.  
R. S. Kiltz.....Great Falls, Mont.  
O. E. Peppard.....Missoula, Mont.  
Colorado-LaCrosse Tractor Co.....Denver, Colo.  
Gem State Oil & Products Co.....Pocatello, Idaho  
Knoxville-La Crosse Tractor Co.....Knoxville, Tenn.  
J. H. Cordes.....West Alton, Mo.  
Blum-Dimmitt Co.....Savannah and Atlanta, Ga.

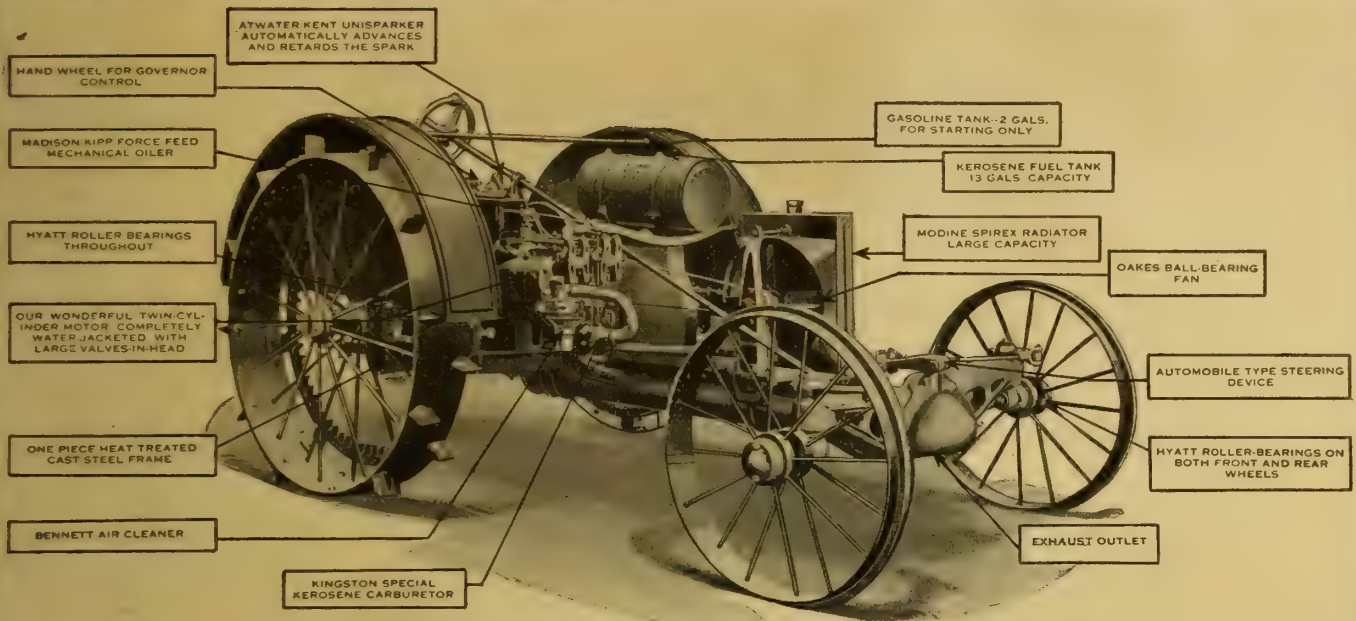
Burwell-Walker Co.....Charlotte, N. C.  
Union Motor Car Co.....Memphis, Tenn.  
R. A. Bearden.....Selma, Ala.  
F. E. Wilson.....1100 Jackson Blvd., Houston, Texas  
Northwest Auto Co., Inc.....West Palm Beach, Fla.  
Florida Tractor & Implement Co.....Portland, Ore.  
.....West Palm Beach, Fla.  
M. C. Cross.....Little Rock, Ark.  
Gasoline Eng. & Supply Co., Ltd.....  
.....Winnipeg, Man., Can.  
Renfrew Machinery Co., Ltd.....Renfrew, Ont.  
Gaston, Williams & Wigmore, Inc., Exporters.....  
.....New York, N. Y.



**LA CROSSE TRACTOR CO., La Crosse, Wis.**

**Manufacturers—Not Assemblers**





PRICE ONLY \$1250.00 F. O. B. LA CROSSE

# The Famous La Crosse Tractor--Model "G"

Retains all those remarkably efficient features which have made our MODEL "F"  
LA CROSSE HAPPY FARMER the most popular Tractor in America.

- Lowest average plowing cost.
- Most perfect kerosene burning motor.
- Most complete and efficient oiling system.
- Guides itself accurately when plowing.
- Turns in its tracks—right or left—in a radius of only 91 inches.
- Works equally well in soft ground and on side hills where others refuse to work.
- Front wheels will clear obstructions up to 23 inches in height.
- Has automobile type steering device—handles more easily than any other 4-wheel Tractor built.
- If your trade demands a 4-wheel Tractor here is the opportunity of your business life.

## DISTRIBUTORS EVERYWHERE

MACHINERY SALES CO., OKLAHOMA CITY, OKLA.  
Distributors for Oklahoma and Texas Panhandle

THE SIMPLEX SPREADER MFG. CO., KANSAS CITY, MO.  
Distributors for Kansas and Western Missouri

T. G. NORTHWALL CO., OMAHA, NEB.  
Distributors for Neb., S. W. Iowa and Southern So. Dak.

Meadows Mfg. Co.....Pontiac, Ill.  
Griffin-LaCrosse Tractor Co...Mason City, Ia.  
Geo. J. Gardner, 136 So. Senate Ave.....  
.....Indianapolis, Ind.  
Byron Matthews.....Adrian, Mich  
M. Maloney Co., Inc.....Syracuse, N. Y.  
Hartz Machinery Co.....Philadelphia, Pa.  
Ohio Happy Farmer Tractor Co...Bucyrus, O.  
Ashton Starke Imp. House.....Richmond, Va.  
J. B. Gabeline.....Burlington, Ia.  
Ditmars, Kerr & Co.....West Liberty, Ia.  
LaCrosse Auto Co.....Minneapolis, Minn.  
St. James-LaCrosse Tractor Co.....  
.....St. James, Minn.

O. K. Hafso.....LaCrosse, Wis.  
Wisconsin Tractor Sales Co.....Oshkosh, Wis.  
South Dakota Tractor Co.....Watertown, S. D.  
LaCrosse-Dakota Tractor Co.....  
.....Grand Forks, N. D.  
Minot Motor Sales Co.....Minot, N. D.  
M. Grever & Co.....Glen Ullin, N. D.  
R. S. Kiltz.....Great Falls, Mont.  
O. E. Peppard.....  
.....Missoula, Mont. and Spokane, Wash.  
Gem State Oil & Products Co..Pocatello, Idaho  
Knoxville-LaCrosse Tractor Co.....  
.....Knoxville, Tenn.

J. H. Cordes.....West Alton, Mo.  
Blun-Dimmitt Co...Savannah and Atlanta, Ga.  
Burwell-Walker Co.....Charlotte, N. C.  
R. A. Bearden.....Selma, Ala.  
Northwest Auto Co., Inc.....Portland, Ore.  
Florida Tractor & Implement Co.....  
.....West Palm Beach, Fla.  
M. C. Cross.....Little Rock, Ark.  
Happy Farmer Co., Ltd..Winnipeg, Man., Can.  
J. D. Adshead Co. (Alberta), Winnipeg, Man.  
Renfrew Machinery Co., Ltd....Renfrew, Ont.  
Gaston, Williams & Wigmore, Inc., Ex-  
porters.....New York, N. Y.

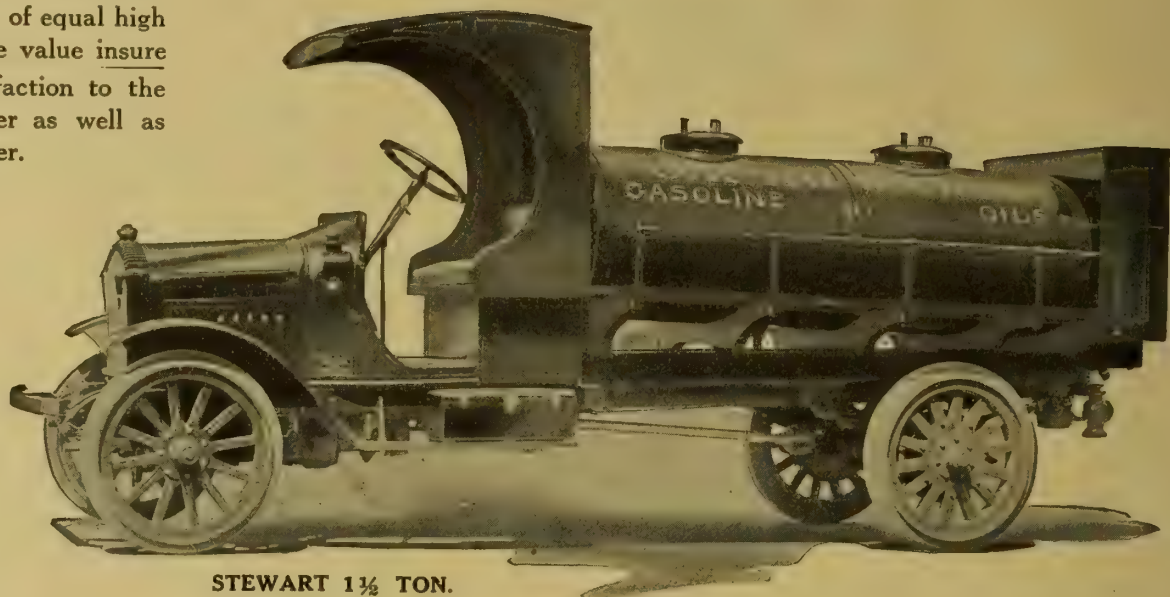
# LA CROSSE TRACTOR CO., La Crosse, Wis.

Manufacturers—Not Assemblers.



Standard units such as Red Seal Continental Motors—Clark (Celfor) External drive axles and all other units of equal high grade value insure satisfaction to the Owner as well as Dealer.

# Stewart



STEWART 1 1/2 TON.

## A Chance To Land Every Truck Prospect

Live dealers find that selling tractors helps sell trucks and vice versa. Combine the two lines and you can lead the field. But be sure and select the quality line which offers the sale of a truck for every farm requirement. This gives you a big chance to land EVERY prospect. The Stewart line opens up this big trade opportunity.

### CHASSIS PRICE

3/4 Ton.....	\$ 950.00
1 Ton.....	1575.00
1 1/2 Ton.....	1975.00
2 Ton.....	2575.00

F. O. B.—Buffalo, N. Y.

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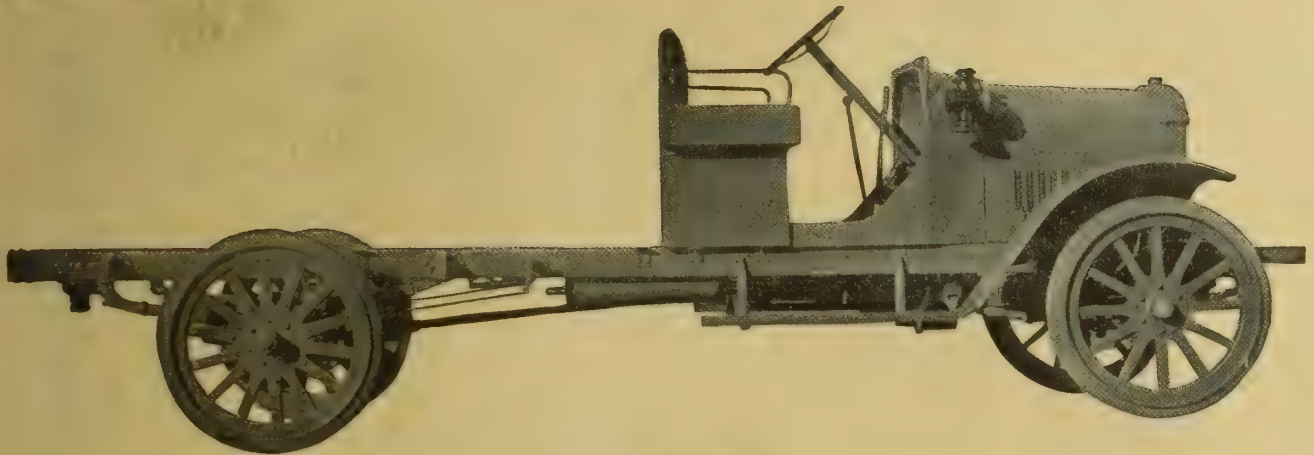
## SECURITY MOTOR CO.

1507 McGee Street

KANSAS CITY, - MISSOURI



# Stewart



STEWART 1 TON.

## A Size Truck For Every Farmer's Requirement

That's what the Stewart line of quality trucks offer the implement and tractor dealer. It means that you do not have to sell the farmer a size he does not prefer. You can forget "size," let the farmer regulate that and concentrate all selling force on the superiorities of the Stewart truck. Half the selling resistance is eliminated right there. When your customer is convinced the Stewart is THE truck, he can select from  $\frac{3}{4}$  ton, 1 ton,  $1\frac{1}{2}$  ton, 2 ton or  $3\frac{1}{2}$  ton sizes.

### CHASSIS PRICE

$\frac{3}{4}$ Ton.....	\$ 950.00
1 Ton.....	1575.00
$1\frac{1}{2}$ Ton.....	1975.00
2 Ton.....	2575.00

F. O. B.—Buffalo, N. Y.

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## SECURITY MOTOR CO.

1507 McGee Street

KANSAS CITY, - MISSOURI



# Spreader Business in Wartime

**T**HE implement trade cannot afford to overlook any opportunity to help farmers produce bumper crops during wartime. That, more than anything else, is our job now. The manure spreader situation seems to offer us a great opportunity.

Every dealer, and many farmers, know that the proper use of a good manure spreader increases yields everywhere, especially of wheat and corn. By proper fertilizing, farmers could have added millions of bushels of these staple crops to the resources of the country, even in this good year, without planting a single additional acre, or putting any greater tax on their power equipment. Yet the best available records show that fewer than one-tenth of our farmers are making proper use of manure spreaders. **What a market!**



**Wasting Fertilizer—A Common Sight on the Farm.**



**Wasting Labor—Another Common Practice.**

This Company has a plan, and the material for carrying out that plan, which will help decidedly in accomplishing this much to be desired result. Any dealer who has, or who can get a contract to sell **Low Cloverleaf, Corn King, or 20th Century Spreaders** can have the plan and material to use in his community. He will also have the active help of this Company in putting the plan into operation.

This is one big job for the implement trade in 1919. Let's start it now, so that everything will be working smoothly when the spreader season opens next Spring.

See the blockman, or write the nearest branch house for information about our spreader selling plan.



**Saving Labor and Manure—Universally Adopted, this Method would Add Millions to Farmers' Profits.**

## International Harvester Company of America

(Incorporated)

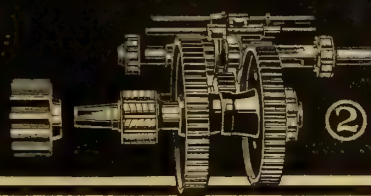
Chicago

U S A

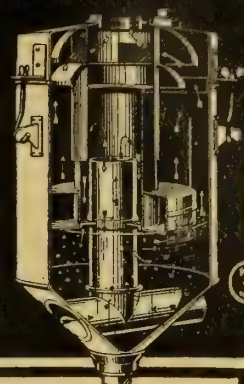




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## Point Out These Features of the Case 10-18 Tractor To Your Customers

**1** One-piece cast main frame, forming dustproof housing for rear axle, bull pinion shaft, transmission and the bearings for these parts. Also a base for motor. This construction brings rigidity and prevents disalignment.

**2** All traction gears are cut steel, enclosed and running in oil. No bevel gears, chain, worm or friction drive parts.

**3** Case air washer delivers clean air to carburetor. No grit nor dust gets into cylinders to minimize their efficiency and shorten their life.

**4** Four-cylinder Case valve-in-head motor. Removable head. Motor is set crosswise on frame, affording use of all straight spur gears. This conserves power.

**5** Case Sylphon Thermostat controls cooling system and insures complete combustion of kerosene in the motor. Prevents raw fuel from passing by pistons and diluting oil in crank case.

**6** Weighs about 3,400 pounds, little more than a team of horses. Low and compact with short wheelbase. Turns in 22 ft. circle. Stays on all fours.

**7** Rated 10 horsepower on drawbar, but develops nearly 14 horsepower. Rated 18 horsepower on the belt, but delivers about 24 horsepower. This insures abundant reserve power.

**8** Belt pulley mounted on the engine crank shaft. No gears used to drive it. Pulley is part of the tractor, not an extra-cost accessory.

**9** All interior motor parts lubricated by a combination pump and splash system. Speed governor, fan drive and magneto are dustproof and well oiled.

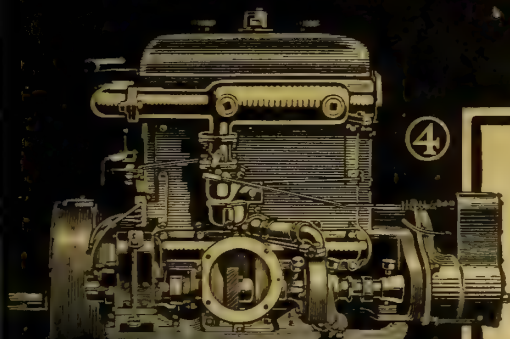
**10** Complete accessibility. No dismantling necessary. Removable covers permit you to get at parts quickly.

**11** Hyatt roller bearings in rear axle, bull pinion shaft and transmission case. Kingston ignition and carburetor. Five-piece radiator with a cast frame. Core, fin and copper tube; non-clogging type.

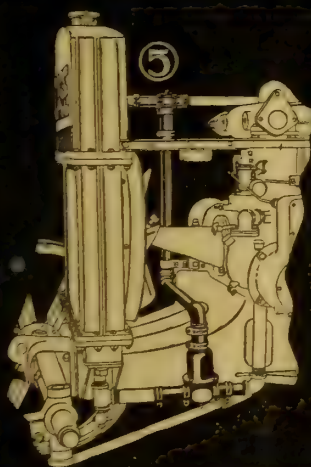
By showing the farmer these Case superiorities you are bound to prove that he can't find a better tractor at any price. Sent free upon request.

**J. I. Case Threshing Machine Company, Inc.** Founded 1842  
1515 Erie Street, Racine, Wisconsin, U. S. A.

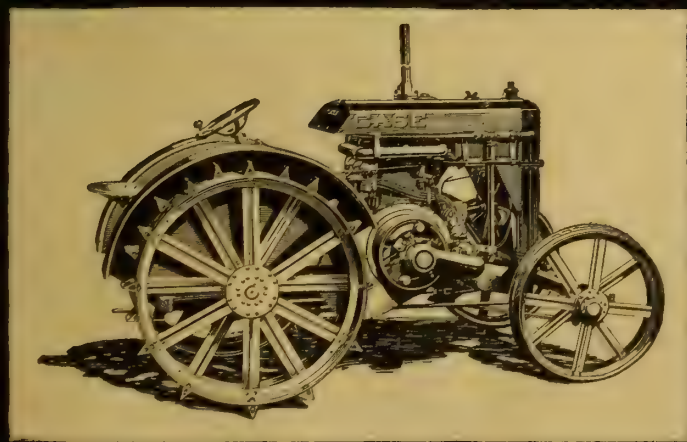
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## Bringing Big Sales— Generous Profits To Dealers

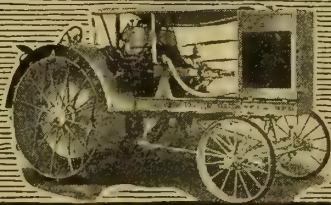
**T**HE Light "Allwork" Tractor is built for all around work in any season of the year. Powerful for heavy plowing—light enough to get out on wet land in early spring or on a soft seed bed for harrowing and seeding—low enough for orchard cultivating—plenty of power for belt work. Here is the *practical* light-weight, high-power farm tractor. Free from freakish features—runs on four wheels; carries the largest 4-cylinder engine we know of on any 3-plow tractor. It sets crosswise on the frame, thus giving direct spur gear drive—no bevel gears. Belt pulley is on direct line with crank shaft.

4 cylinders, 5 in. bore, 6 in. stroke, 750 R. P. M., develops 28 H. P. at belt and 14 H. P. at drawbar. Automobile type front axle, roller bearing rear axle—self-oiling steel gears thoroughly protected from dust. Weights 5000 lbs. Develops 3000 lbs. drawbar pull and 4000 lbs. on low gear.

Burns kerosene. Turns in 12-foot radius—pulls three plows (will pull four under favorable conditions)—will run 18-inch silage cutter, 28-inch separator—pull an 8-foot road grader. Gasoline or kerosene fuel. Two-speed transmission working in oil.

Our advertising is creating a splendid demand for the "Allwork"—and its superior merits are increasing dealers' sales of the "Allwork" in every section where it is introduced. We allow dealers generous commission and absolutely *protect* each dealer in his territory. We have some vacant territory. Write for dealers' terms, etc.

ELECTRIC WHEEL COMPANY, Box -A, QUINCY, ILL.



### Spring

Plow, harrow, drill, pull manure spreader, cultivate orchards, etc.

### Summer

Pulls binder, hay loader, drives clover huller, thresh-er, plows, etc.

### Autumn

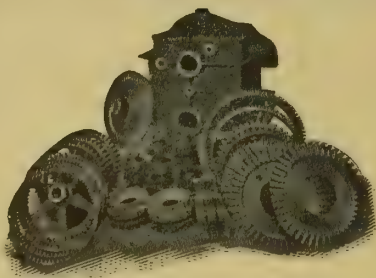
Run silo filler, corn sheller, baling press, Plow, haul loads, etc.

### Winter

Run wood saw, feed grinder, pull stumps, general belt work, hauling.

## TRACTOR GEARS AND TRANSMISSIONS

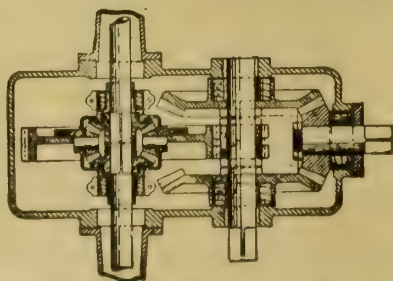
Our facilities and expert knowledge of the tractor business enable us to give you the best possible service and engineering advice. Consult us freely.



William  
Ganschow  
Co.

Chicago

Washington Blvd.  
at Morgan St.



# The cream of the cream separator trade goes to the DeLaval Agents

The DeLaval Separator Co.  
165 Broadway  
NEW YORK

29 E. Madison St.  
CHICAGO

61 Beale Street  
SAN FRANCISCO





**Don't  
Wait**

**Now is the Time**

to go after the Power Washer business with a live proposition to offer your trade.

## The HAAG LINE

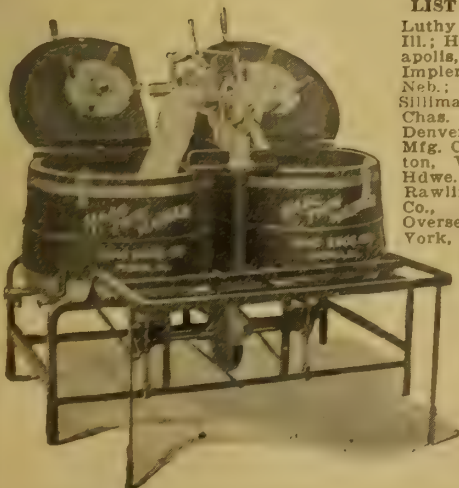
is complete and every model will give satisfaction to you and to your customers.

HAAG Washers are famous for their convenience, simplicity and durability. The heavy tub alone is a big feature and combined with the convenient arrangement of all working parts, and the utmost simplicity of mechanical construction which does away with trouble possibilities, gives you machines that "go over the top" for satisfactory service.

Write your jobber for full information.

**HAAG BROTHERS CO.**

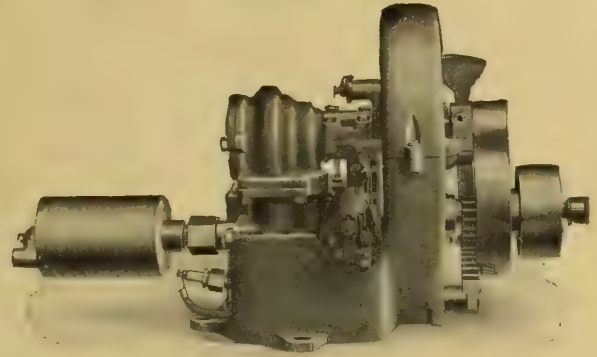
PEORIA, ILL.



**LIST OF JOBBERS:**  
Luthy & Co., Peoria, Ill.; Huber Bros, Minneapolis, Minn.; Lininger Implement Co., Omaha, Neb.; Blish, Mize & Stillman, Atchison, Kas.; Chas. Parker & Son, Denver, Colo.; Turner Mfg. Co., Fort Washington, Wis.; L. Stauber Hdwe. Co., Chicago, Ill.; Rawlings Implement Co., Baltimore, Md.; Overseas Sales Co., New York, N. Y.; Southwest Machinery Co., Kansas City, Mo.

## The "LITTLE PET" Gas and Gasoline Engine

One-half Horse Power—Air Cooled  
Ball-Bearing



## EVERY WOMAN

Who uses a WASHING MACHINE, CREAM SEPARATOR, or a CHURN, knows the DRUDGERY of turning it by hand.

**DID YOU EVER STOP TO THINK  
MR. IMPLEMENT DEALER**

That each of these women is a BUYER of the "LITTLE PET" ENGINE the minute you tell her what it will do and how easily she can handle it?

Put a "LITTLE PET" in your place as a demonstrator, invite the WOMEN to come and see it. Let them start it themselves, so they will see how easily it is done. Out of every ten women who do this, nine will BUY.

**DON'T FORGET  
THAT IT INTERESTS MEN AS WELL**

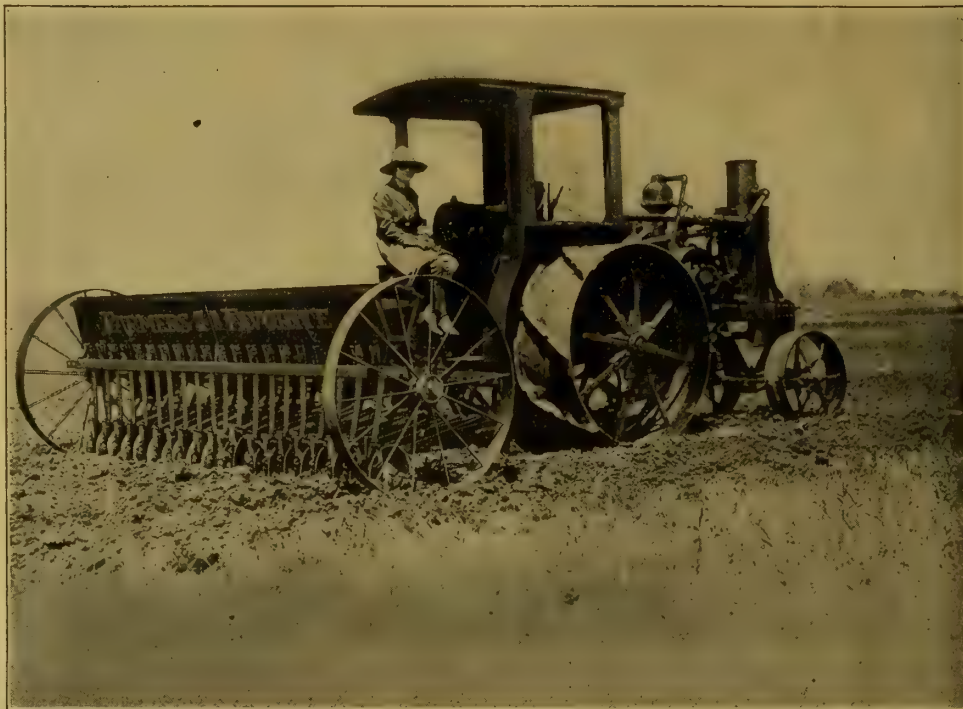
As a UNIT DRIVE for Grain Graders, Grind Stones, Small Pumping Systems, Fruit Graders and similar Small Tools, it has a hundred uses around every home. We sell to but one Dealer in each town. It is worth something to YOU to be that dealer, because the business is there and you will have no competition. WRITE US FOR FURTHER INFORMATION.

**Elgin Gas Motor Co.**

Elgin, Ill.



# FARMERS' FAVORITE TRACTOR DRILLS



**Adjustable Hitch**—Constructed for use with any tractor.

**Power Lift**—Enables operator to raise or lower Discs while in motion, without leaving seat of tractor, by slightly pulling a small rope.

## GENERAL AGENTS

B. F. Avery & Sons' Plow Co.,  
Kansas City, Mo.; Omaha, Neb.

Oliver Chilled Plow Works,  
Dallas, Texas.

# THE AMERICAN-SEEDING MACHINE CO.

(INCORPORATED)

SPRINGFIELD, OHIO





## Their Answer Will be "Lots of Power"

Ask a number of farmers what they look for most in a tractor. Their answer will be, "Lots of power."

Then ask a number of Hart-Parr Dealers why New Hart-Parrs sell so fast and stay sold. They will say; "Because customers find in the New Hart-Parr abundant power for all jobs and in addition an ever ready reserve power for emergencies."

And such statements from prospects and from those who sell New Hart-Parrs mean more to you perhaps than anything else we can say.

## The New HART-PARR

### Specifications:

Power—Pulls three plows; 30 H. P. on belt. Tested at the last National Plowing Demonstration at Salina, Kansas; developed over 31 H. P. at 732 R. P. M.  
Motor—2-cylinder twin, 4 cycle. Valve in head. 750 R. P. M.  
Tractor Frame—Cast steel, one piece. No bend, no twist.  
Carburetor—New Dray kerosene shunt.  
Bearings—S. K. F. and Hyatt.  
Speeds—Two forward; one reverse.  
Transmission—Selective sliding gear.  
Cooling Device—Honeycomb radiation—shaft driven pump and fan.  
Lubrication—Force feed.

The new Hart-Parr's success is expressed by the farming public's demand for them. You want to sell a tractor for those things about it which the farmer demands.

He is demanding a tractor that has abundant power. Be able to sell him that abundant power—a New Hart-Parr.

Let us tell you more about it. Our contract is a most desirable one.

Write today for full specifications and our selling policy.

## HART-PARR COMPANY

Founders of the Tractor Industry

725 LAWLER ST.

CHARLES CITY, IOWA



## We are Large Manufacturers of Tractor and Implement Parts

**Prompt Delivery      Lowest Prices**

**GREY IRON AND SEMI-STEEL CASTINGS**—3 Foundries Daily Capacity 110 Ton.

**BRASS AND BRONZE CASTINGS**—Daily Capacity 20 Ton.

**FORGINGS**—Steam Hammers, Ajax Forging Machines, Drop Hammers, Bulldozers, etc.

**MACHINE WORK**—Ingersoll Slab Miller 48x36x18' 0".

Special Quantity Production.

Machine Tool Equipment.

**SCREW MACHINE PRODUCTS.**

**HEAT TREATING and CASE HARDENING.**

**PATTERN WORK**—Metal and Wood Patterns.

**HOT GALVANIZING.**

**FORMING and PRESS WORK.**

**STRUCTURAL and MISCELLANEOUS IRON WORK.**

We are fully equipped to handle your requirements. Our staff of engineers are at your service.

Send us your inquiries.

**Flour City Ornamental Iron Co.**  
Minneapolis, Minn.



*Loading Dock and Park*

Field  
Garden } **SEEDS**  
Flower }

Garden—**SEEDS**—Field

Exclusively Wholesale

Send us your samples of Alfalfa, Sweet  
Clover, Cane, Millet, Sudan  
Grass, etc., for bids.

Sample Mailing Bags Furnished FREE

Write for Our Weekly Price Card

We extend a Cordial Invitation to all Im-  
plement Dealers to Visit Us.

**The Mangelsdorf Seed Co.    ::    Atchison, Kansas**

*Established 1875*



# Better Disks Make Friendly Sales

Every implement you sell that helps your neighbors to get better crops means a greater friendship towards your business.

When you sell one of the "tried and true"

## **Clark** Disk **"CUTAWAY"** Harrows

you know you are selling the highest quality Disk Harrow made. It is the disk that does the work and bears the big strain. The better the disk, the better the crops. We make Clark "Cutaway" Disks either cut-out or solid, of cutlery steel, forged sharp. They dig deeper—do not bend, crack or chip like ordinary disks.

Sell by the Clark "Cutaway" Disk Quality and your harrow business will increase your good will far and wide.

The Clark Cutaway line includes Double Action Tractor Harrows, Double Action Horse Harrows, Single Action Horse Harrows, special Disk Harrows and Plows for all tillage purposes.

Write us now for exclusive agency terms, catalog and valuable information to get in line for Spring business.

## The Cutaway Harrow Co.

886 Main Street  
Higganum, Connecticut

Makers of the Original CLARK  
Disk Harrows and Plows.

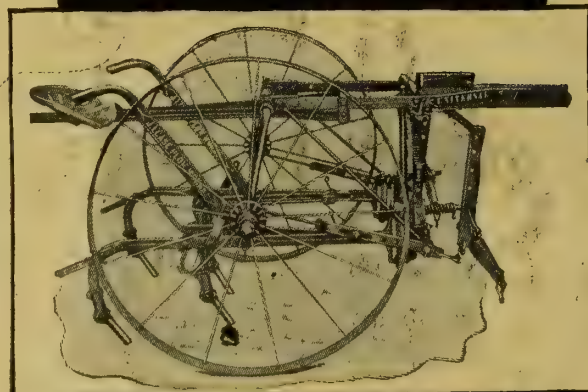
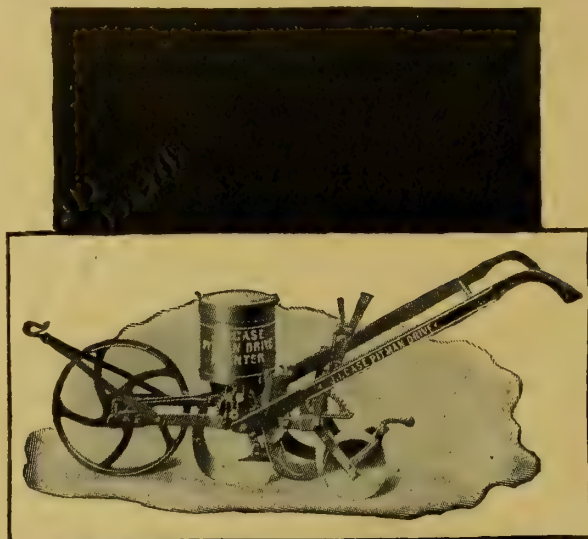
CLARK "CUTAWAY" Disks,  
cutout or solid, are made of  
cutlery steel, forged sharp





# J. I. CASE

## PLANTERS & CULTIVATORS



**L**IKE all J. I. Case Implements, our planters and cultivators are made to do the work for which they are intended. This sounds simple. As a matter of fact, it is a most important feature of J. I. Case service.

It means that any J. I. Case Implement your customers buy will "work" the first time he takes it out in the field. The J. I. Case Corn Planter **plants** corn—the first time it is used. No tinkering is necessary. No calls on the dealer for help. The J. I. Case Cultivator **cultivates**—the first time it is hitched up to a team.

Each and every J. I. Case Implement is set up and operated so it works perfectly before it is taken down finally and placed in the warehouse, ready for shipment.

It is this care for detail that makes all J. I. Case Implements so satisfactory to the farmer who uses them and to the dealer who sells them.

It's time to be thinking of Corn Planters and Cultivators. Write for our proposition.

### J. I. Case Plow Works

132 West Water St.

Racine, - - Wis.



#### Branches and Distributing Points at

Minneapolis, Minn.  
Washington, D. C.  
Saginaw, Mich.  
Oklahoma City, Okla.  
Columbus, Ohio

Omaha, Nebr.  
Toledo, Ohio  
Kansas City Mo.  
Denver, Colo.  
Syracuse, N. Y.

Baltimore, Md.  
Cedar Rapids, Ia.  
St. Louis, Mo.  
Bloomington, Ill.

Dallas, Texas  
Indianapolis, Ind.  
Des Moines, Iowa  
Sioux Falls, S. D.  
(Dealers Everywhere)

Great Falls, Mont.  
Little Rock, Ark.  
San Antonio, Tex.  
Richmond, Virginia



# OAKES EFFICIENT COOLING FANS

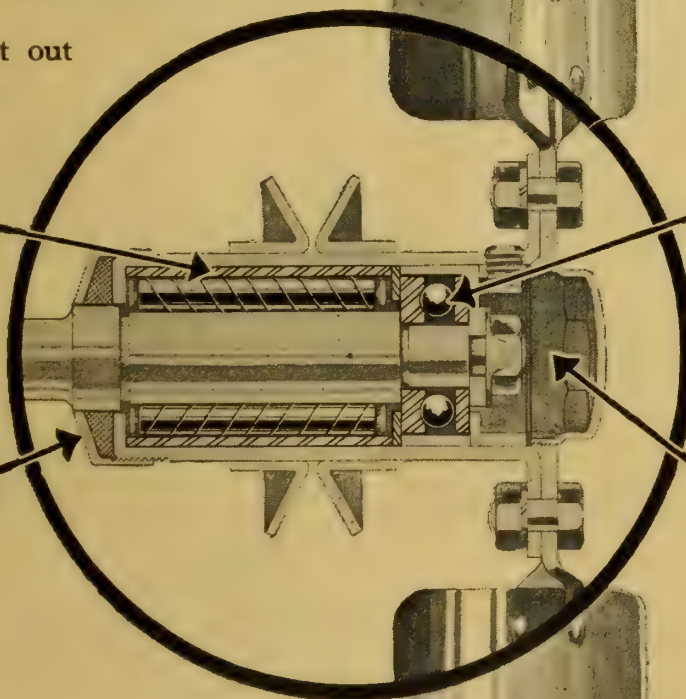
## Oakes Engineering Meets Every Need

In order to anticipate the needs of manufacturers who desire a roller bearing fan, Oakes engineers have designed and produced this installation, which incorporates features and improvements found in no other fan.

The four arrows point out these special features.

Hardened ground outer sleeve

Adjustable cap for taking up felt oil retainer washer



End thrust carried on ball bearings

Large oil reservoir making possible long use without further lubrication

The design and construction of this fan bearing installation provide for every condition of service and abuse.

Through more than eight years of careful study of engine cooling problems and principles, The Oakes Company has designed and developed many types of fan bearings, which are today being used with great success in Oakes Fans on more than a million of America's foremost tractors, trucks and automobiles. Oakes Fans give customers the best that practical engineering ability and large factory facilities can produce in *any* type of fan blade and bearing installation.

Why not get the benefit of Oakes engineering skill and production capacity for your product?

*Standard equipment on over 230 makes of Tractors, Trucks, Motors & Automobiles.*

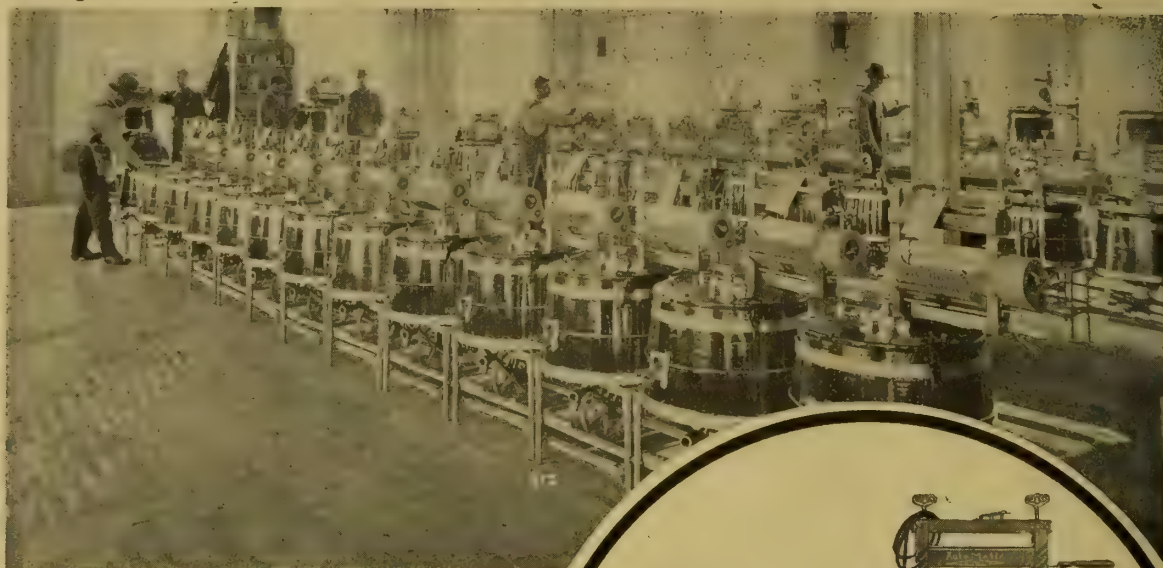
Indianapolis,  
Indiana, U. S. A.

**THE OAKES COMPANY**

Chicago Office,  
80 E. Jackson Blvd.



# The AutoMatic Washer Electric and Power



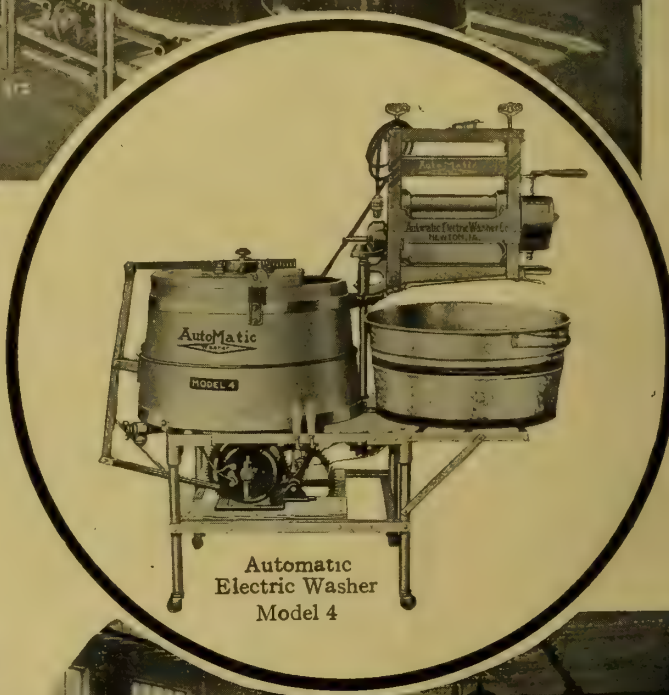
A Corner of the Big Finishing Room.

## A Pictorial Journey Through Its Model Home

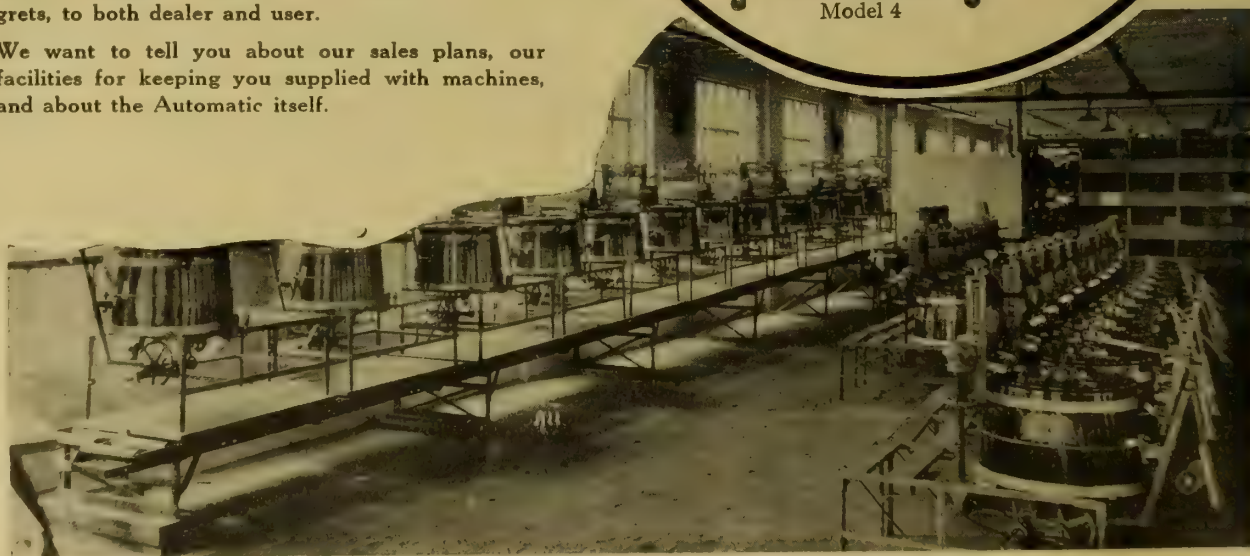
Of interest to our hundreds of dealers, and of interest to you—is the unit assembly plan installed throughout this day lighted home of the Automatic. Every detail of manufacture—every step of the Automatic Journey of these machines from one department to another is carefully inspected.

This production plan, plus proper design and materials, has played an important part in establishing the Automatic Washer as a machine of no regrets, to both dealer and user.

We want to tell you about our sales plans, our facilities for keeping you supplied with machines, and about the Automatic itself.



Automatic  
Electric Washer  
Model 4



A Battery of Automatics Being Delivered to the Finishing Department. Note the Roller Conveyors.

A few Automatic features are—cypress tubs, highest possible grade wringer rolls (ball bearing on all models), gear drive, unbreakable frame with malleable iron corners, big easy-rolling casters, bottom drain threaded inside, reversible swinging wringer with strongest support and handiest grip, small floor space and highest grade of workmanship.

**AUTOMATIC ELECTRIC WASHER CO., Inc., 1029 Washer Ave., Newton, Iowa**





When It Comes  
To the Magneto

leading tractor designers and engineers  
prefer *Dixie* — the Great American  
Magneto. The best proof of this is that

# Dixie

High Tension Magnetos  
are used on nearly half of all  
the farm tractors in opera-  
tion today.

**SPLITDORF ELECTRICAL CO.**  
Newark, N. J.

**SUMTER DIVISION**  
Splitdorf Electrical Co.  
1466 Michigan Ave., Chicago

*Also Makers of*  
Sumter Low Tension Magnetos, Sumter Oscillators, Sumter  
Starter Couplings and Splitdorf Green Jacket Spark Plugs.

"The Great American Magneto"



## DRY YELLOW PINE POLE STOCK

Write for prices and stock list;  
also for proposition on  
future shipments.

**THICK OAK PLANK**  
LARGE STOCK FOR PROMPT SHIPMENT

**CHARLES F. LUEHRMANN**  
**HARDWOOD LUMBER CO.**  
ST. LOUIS, MO.

## The Line of Least Resistance —and GREATEST PROFITS

Sell stock feeders what they want. If there is any one thing every feeder of stock wants more than another—it is a device to reduce the roughage of alfalfa, corn stover, pea vines, etc., to a satisfactory fineness for feeding. The

# STOVER

## Comminuter

Reduces Roughage to Satisfactory Fineness for Feeding

It is representative of the high quality of the Stover line and the product of half a century of specialized experience in building agricultural equipment.

**Write for Special Proposition.**

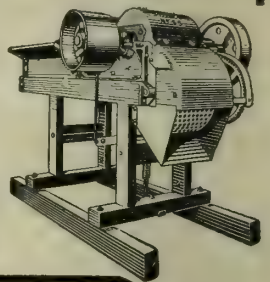
Back of this line is a strong inquiry-bringing consumer advertising campaign. Dealers in every locality where we are not now represented are invited to write us for our special proposition regarding all territory for Stover Products.

**Stover Mfg. & Engine Co.**

Factory, FREEPORT, ILL.

Branches: Minneapolis, Omaha,  
Kansas City, Indianapolis.

Manufacturers of Stover Samson  
Windmills, Stover Good Engines,  
Ensilage and Alfalfa Cutters, Com-  
minuters, Pump Jacks, Saw Frames  
and Hardware Specialties.



## A RECOGNIZED LEADER



**When a Better Plow Is Made We Will Make It**

Get Our Contract For 1919. Don't Be Content With the So-Called Just as Good. Do It Now.

Don't Make the Mistake of Waiting For a Lower Price

**DEMPSTER MILL MFG. CO.**

Factory: BEATRICE, NEBR.

**BRANCHES:**

Fargo  
Omaha  
Sioux Falls

Kansas City  
Oklahoma City  
Denver















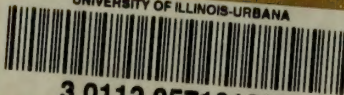








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